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Illustrated Directory of **KANSAS OIL MEN**



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In The Kansas Oil Fields With The Modern Midases



A Utopian Village built with Oil Capital for Oil Men, with Civic Ownership thruout

Introduction and Dedication

IT is with a feeling of humble gratification for the opportunity to help in the development of our recently-discovered resources, that the Publishers herewith present the first edition of the "Illustrated Directory of Kansas Oil Men." No effort or expense has been spared in giving to the world a work that will, thru reports and photographs, truthfully depict the facts of the Oil Industry of our State.

The articles and cuts herein published were compiled and made especially for this book in order to keep it of uniform excellence thruout. It is strictly a home production and we submit it to you—believing it to be the highest standard of merit in the photographer's, printer's and engraver's art, and with full confidence that its circulation will reflect credit upon and be of permanent assistance to the Oil Men of Kansas.

If it fills the need—long felt among these men—for some satisfactory reply to the numberless requests for information with which they are continually besieged, if its reports are valuable as a directory, and if it does justice to "Our Big Miracle," itself, this publication will have served its purpose and justified the effort expended in its completion.

With a full realization of the part petroleum is to play in winning the World War, and with heartfelt allegiance to the big brave boys who strode across the seas as champions of all that America holds dear, we proudly dedicate this volume to the United States Army and Navy.

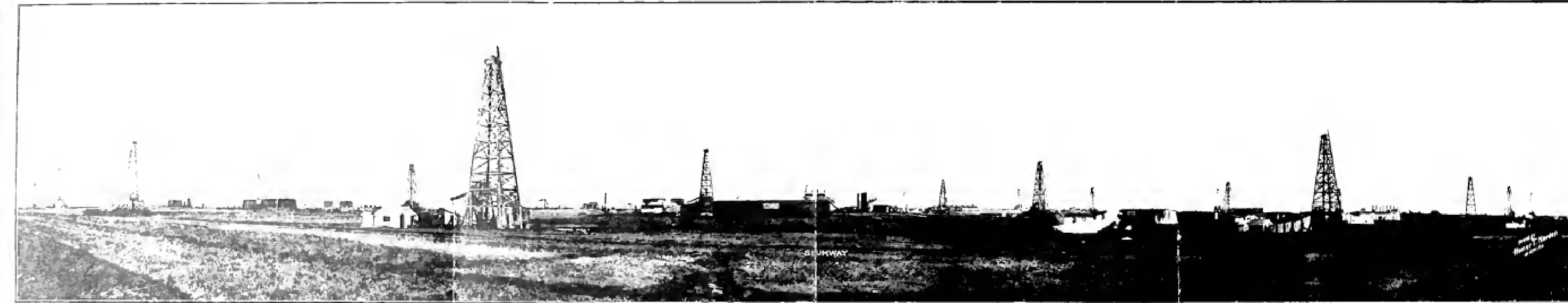
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Illustrated Directory of Kansas Oil Men

PRICE ONE DOLLAR



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MISS M. E. NESSLY
Editor and Manager of this Edition

WHAT OIL MEN WANT TO KNOW

SAY MISTER, DON'T YOU
WANT A NICE NEW
KING?



Courtesy The Wichita Eagle and Mr B. F. Hammond

Brief History of the Butler County Field

By BRUCE ARBOGAST.

It was just about four years ago that The Wichita Natural Gas Company drilled in a twenty-five barrel oil well on the Frank Varner farm in the Augusta district in Section twenty-one, Township twenty-eight and Range four east, Butler County, Kansas. Although the drilling of this twenty-five barrel well attracted little or no attention at the time, it was the real beginning of the development of one of the greatest oil pools, not alone in the mid-continent field but on the North American Continent. The Wichita Natural, however, went along quietly "playing the game" and secured leases on every foot of Butler County possible and the strangest thing about this was that they had secured thousands of choice acres for "a song" as the expression goes, before anyone woke up to the fact that they had the same opportunities and it was some time after the real discovery of oil in Butler County that either "home-folks or outsiders" paid any attention to the rich fields of Butler County.

Six years ago, The Wichita Natural Company entered the Butler County field but it was not until two years after their entrance into the field that the first oil was discovered. Additional wells of small size failed to get other large operating companies interested and so it continued until October, 1915, when The Wichita Company drilled in a well at El Dorado, to the north of Augusta fourteen miles—and then the producers awakened to the fact that there might be a pool in Butler County.

Leasing then became brisk in the Augusta pool, and soon afterwards a few large wells were developed. Since that time both the Augusta and El Dorado fields have been furnishing many large wells but it remained for the big Towanda field to bring in the real

gusher type of wells during the summer of 1916. The first sensation in this field was on the famous Williams and Walker lease by The Eureka and Trapshooters Companies and soon after that ten and fifteen thousand barrel wells became common in this field. Many large producers have since been brought in in this field of the Mother Pool and Section eleven in the Towanda district has been heralded almost around the world for its fabulously rich producers ranging even as high as twenty-five thousand barrels a day initial production. The most important leases in the gusher class in this field are the Shumway, the Cardey, the Ralston, the Enyart and Potter, the Peder Paulson and many others.

The discovery of oil in the El Dorado field occurred in the month of November, 1915, when The Wichita Natural Company, now the Empire Gas & Fuel Company, brought in the Stapleton Number One well at a depth of five hundred forty-two feet. Two years prior to this discovery, the city of El Dorado had voted twenty thousand dollars in bonds for the purpose of prospecting for oil and gas in the immediate vicinity of El Dorado. Two tests were made, one on the A. J. Holderman farm, one mile west of the city limits, and one in East Park, just across the Walnut river, south of East Central Avenue. The depths of these wells were fifteen hundred and sixteen hundred feet respectively. Both were reported dry and were plugged. It was claimed by many at the time, that gas was found in the well in East Park. Immediately following the bringing in of the Stapleton Number One well, development of this field has, like the Augusta field, spread in all directions but was confined for the most part to the northwest and west as well as to the southwest of the city of El Dorado until the bringing in of the wild-cat by The Haverhill Petroleum Company six miles straight south of El Dorado in the Smock district. Since that time development southeast of El Dorado has given us the Sluss pool and just now it begins to look as if a northeast extension to this pool would be opened up successfully and rapidly. The latest wells to the north and east of the original discovery well in the

Sluss district have given rise to a theory that a new pool has been opened in this territory. It now remains for only that part of Butler County lying to the northeast of El Dorado proper, to yield producers which are now drilling in this district and the oil city of El Dorado will be entirely surrounded by producing wells.

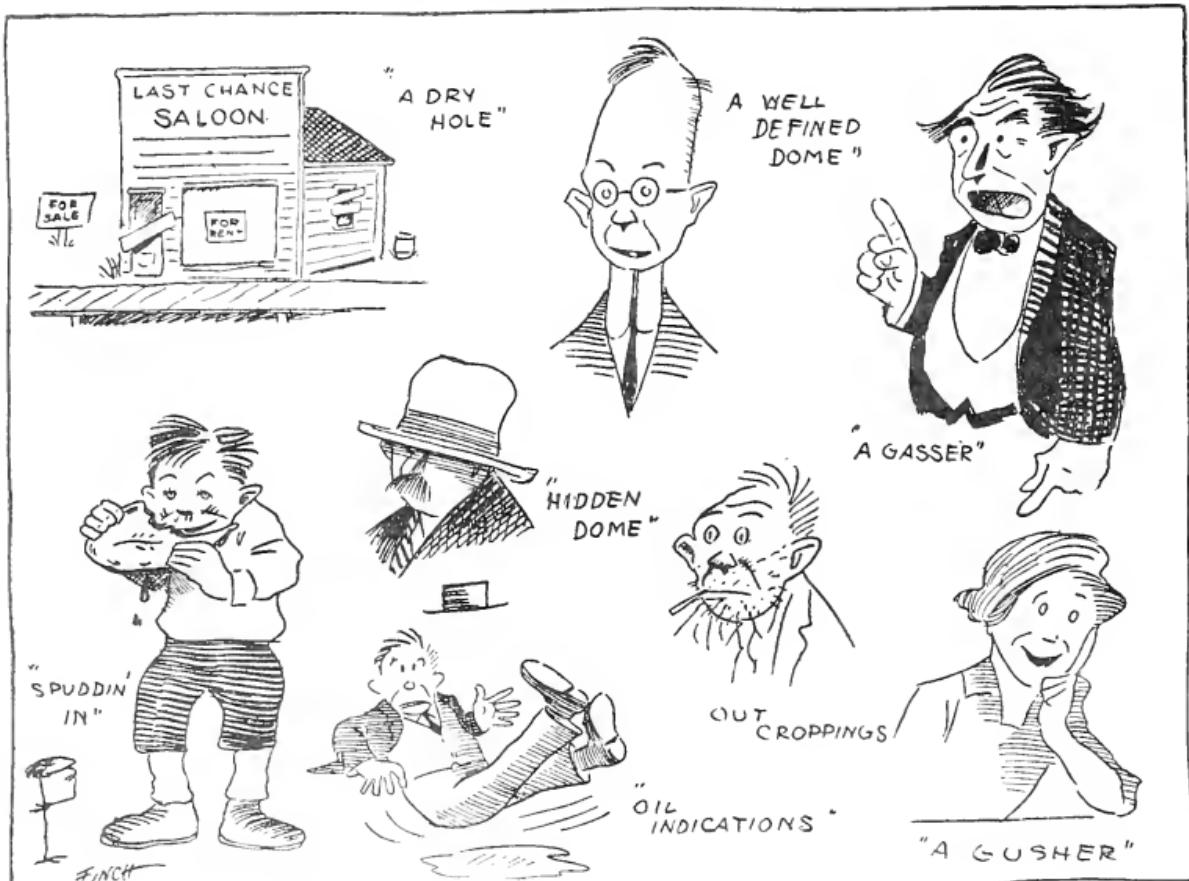
Both the Augusta and El Dorado fields have given us quite a lot of good gas wells ranging in volume from five hundred thousand cubic feet to as high as twenty million cubic feet per day.

Wildcatting is continually extending the field and widening the productive territory, although at present more attention is being given to the development of the proven fields and the caring for its enormous production which, by the way, is no small item even at this date, four years after the discovery of oil in this county. Men of experience and old operators in the oil game, confidently assert that the Butler County fields are one of the richest in the entire mid-continent field, if not in the world, and they do not hesitate to venture their ripened judgment that development has but just begun.

While oil in this section has only been determined above the Mississippi lime, yet this field is now known as the world's greatest producer of high grade crude, having produced in the first six months of the year 1916, early in its history, approximately fifty million barrels of crude oil out of a national production of one hundred forty million barrels.



OIL TERMS ILLUSTRATED



The Advantages of an Oil Producing Country

BY CHAS. PAYNE.

Oil, the liquid wealth of the world, wherever found, brings prosperity to a greater degree than any other product of nature. It comes in such quantities and is distributed so widely that it does great good to mankind and far surpasses the production of the world's gold. The difference is so great that the gold production seems insignificant in comparison. Oil seems to be more inexhaustible than gold because oil is found in such a wide, extended territory.

There has never yet been a universally accepted theory put forth as to what petroleum is or how created. The writer's theory is, that petroleum is the oil from decayed vegetable matter. At a time in the world's history when the seas covered the now land, the rank vegetation in the tropical waters was so great, that when the seas receded from the now land, the vegetable matter was washed up in great reefs, where it now lays and is called oil pools. During many volcanic actions this was covered up at different times, either by water, sediment, or volcanic ashes, forming many stratas over the vegetable formation. This has laid where it now is, possibly for billions of years, until it was opened up by mankind for his benefit.

Most of the natural gas comes through the porous condition or crevices in the earth from the oil stratas.

Electricity and the explosive engine called for material to use in these human inventions, so the earth, the God-given storehouse, was called on, and oil came forth like water when Moses smote the rock, all for the benefit of a God-created people. The explosive

engine, by the use of gasoline, has revolutionized the manner of cultivating the soil and the construction of power for commercial and pleasure purposes. Even in the air and under the sea, the production of oil, together with the God-given skill of mankind, has made these things possible and overcome many obstacles and will yet work greater wonders.

In Pennsylvania many years ago oil was discovered, men became wealthy from the production of oil and speculation in oil land. Since that time, oil prospecting has spread far and wide. A few years ago Kansas people discovered oil and the area has spread in Kansas, Oklahoma, and Texas ever since. About three years ago oil was found in Butler County, adjoining Wichita on the east. The increase has been so rapid that a conservative estimate of production in Butler County for 1917 is \$130,000,000 and with the ever-increasing production it is estimated that in 1918, Butler County alone, will receive \$200,000,000 for oil and gas. The land owners will receive out of this amount more than \$25,000,000 as their share, which to them is all profit. This rate of increase, no doubt, will keep up for years and many new fields in Kansas and the other territory mentioned will be opened up and then produce for many years. Estimates have been made on a basis of other oil fields in North America that the production will last from twenty-five to fifty, or one hundred years. Surely the oil producing country is the most attractive from a financial standpoint. The people of Wichita are very fortunate in having a large city and railroad center and the best city in Kansas or Oklahoma already builded up, before oil was discovered, located in the best agricultural section of North America, all ready to take care of this oil business.

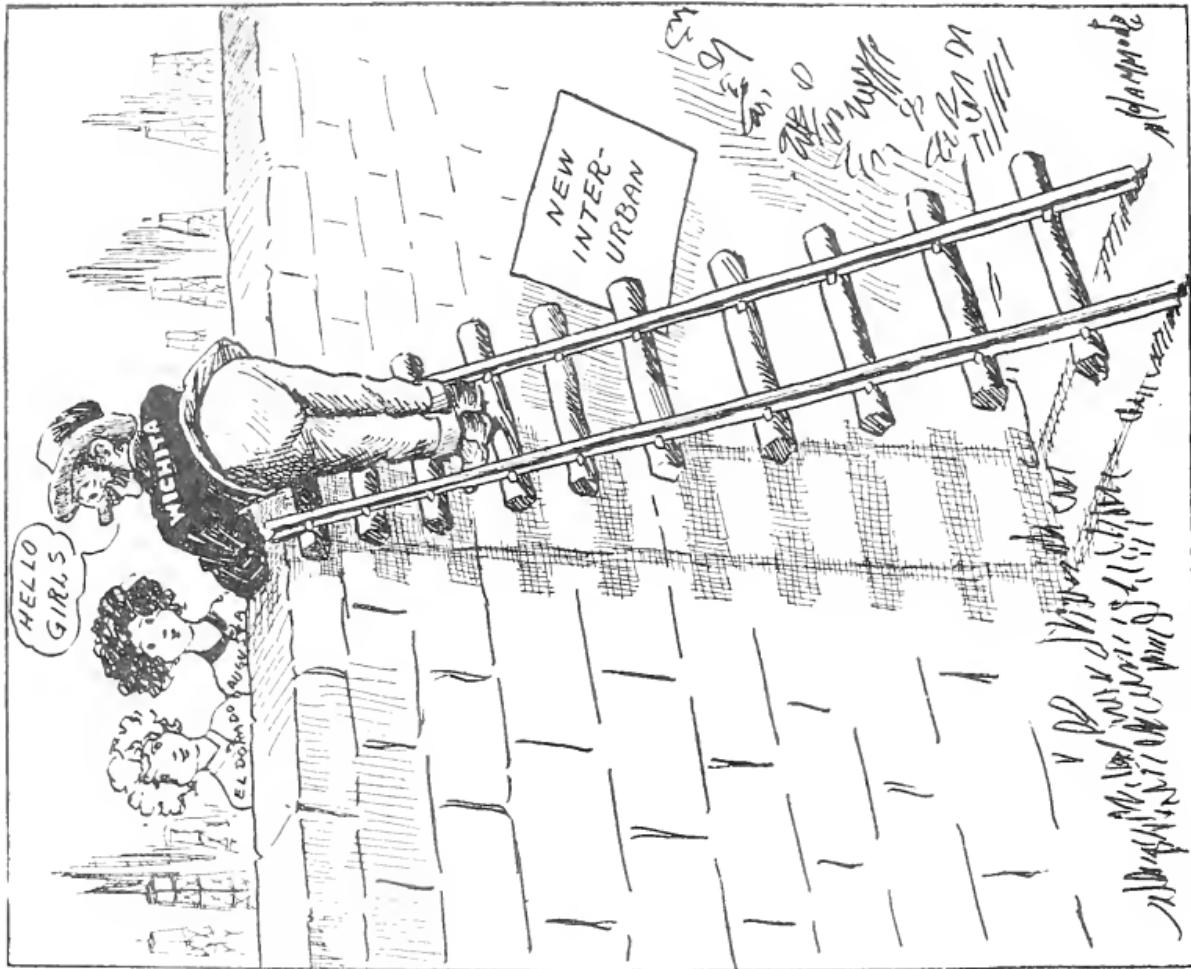
Wichita is a solidly built city and has passed the experimental stage many, many years ago. Many large companies are locating here, because this city is the greatest financial center in the Southwest, even the great Standard Oil Company has recently bought 400 acres of land for its refinery.

Our Congressman, W. A. Ayres, understanding the necessity for water for agricultural purposes and knowing that the whole semi-arid country lying to the west and south has an abundance of water underlying the surface, has introduced a bill in Congress to have the government loan its credit for at least fifty years and build power stations every 200 miles to make electricity to sell at about cost to the farmers and manufacturers for cheap power to pump water on land or use in any other means to aid agricultural production. The section of country to be developed is from the center of Kansas, Oklahoma and Nebraska, west to the Rocky Mountain Foot Hills and from Canada to the Gulf of Mexico.

This, when carried on to its fullest extent, will help populate this territory of splendid soil and of large area, and the people dwelling therein should be happy and contented. Most of this land is level and it is reasonable to expect that many sections of the territory described may produce oil and gas, which will naturally make everyone in the territory described, in good circumstances. Surely Kansas and Wichita are being blessed and this country is destined to be as thickly populated as the fertile lands on the Nile in Egypt. An abundance of water, oil and agriculture is the great foundation for good government and under a democratic republic, where excesses are eliminated, there is no good reason why the coming population should not be healthy, contented and happy.



OVER THE GARDEN WALL



Courtesy Wichita Eagle and Mr. B. F. Hammond

Wichita-Walnut Valley Interurban Railroad

The Wichita-Walnut Valley Interurban Railroad is to be built in the very near future. The line will run east to some point not far west of Augusta, then north to Towanda and El Dorado. The first unit will reach Augusta also and then run south to Douglass and later to Winfield and connect up with the Arkansas City line. Most of this line runs through very fine farming country on the Walnut River bottoms and through most of the oil fields in Butler County. The oil fields near Towanda and El Dorado are the greatest producing oil fields in North America, and financiers predict that this road will pay large dividends as soon as it is in operation.

The line from El Dorado through Towanda will terminate in Wichita; the line from Douglass to Winfield and Augusta will terminate in Wichita, giving Wichita practically two terminal lines and part of which will be run over the same track, just west of Augusta. The public who wish to use this line between Douglass, Augusta, Towanda and El Dorado, have nearly a straight line except they may have to change cars at the forks of the Y which will be just west of Augusta.

There no doubt will be immense traffic on account of the increased oil production in Butler County. War conditions have delayed construction, but the company has a permit from the State Utilities Board and will soon have a permit from the Capital Issues Committee of Washington, D. C. The contract for constructing and equipping the road is already let to Mr. John R. Scott of St. Louis, Mo. This is one of the big enterprises for the benefit of the oil men and all the towns reached by this interurban railway.

Oil Makes El Dorado, Kansas City of Activity

By Roy Moore

Vast Wealth of Petroleum Deposits Make Town Center of Business Almost Over Night.

El Dorado,—the city of gold.

That's a free translation from the Spanish of El Dorado, Kan., where more oil is produced at the present time than any other place of similar area in the United States. But until two years ago, prior to the discovery of the ill-smelling liquid that has brought more wealth to Butler county than a discovery of real gold would have done, the inhabitants of the city were little impressed by the derivation of the name.

A few, perhaps, had heard of the visit of Coronado to Kansas, back in the sixteenth century, in his quest for the mysterious kingdom of Quivera, where it was said the streets were laid with gold. They had heard, too, that the gallant knight of Spain had lost his life in his search for treasure. It isn't folk lore that he crossed Butler county, little dreaming that the gold was hidden deep under ground.

No one can tell you why El Dorado was named thus, unless perchance some wag called to mind the vain search of Coronado, and, being in a facetious mood, had given the town its title.

But it's no idle dream now.

Standing on an eminence at the western side of the city, the spectator can look for miles at an endless field of derricks set out in rows with all the regularity of a new apple orchard. Up hill and down hill, the rows run until they are lost in the distance. As a

matter of fact, there are more than a thousand derricks in sight, each one pumping from mother earth the liquid that is destined to play the biggest part in reclaiming the world for democracy.

These rows upon rows of derricks mark spots where more than a quarter of a million dollars are brought to the surface daily. Off to the south and north, as far as the eye can see, are more derricks, some of them pumping oil and others merely drilling rigs, but each one almost sure of production.

You cannot persuade an El Doradoan that it's only a question of a few months until a million dollars every day of the year will be pumped from the ground. Undoubtedly there is considerable truth in the assertion. Large companies estimate that it will take several years to drill out all the proven territory under lease. To the east of El Dorado new pools recently have been struck, and to the far side of the county is the Greenwood county pool, which many oil men claim is connected to the El Dorado field.

Butler county used to get considerable notoriety from its annual kaffir carnival. The crop occupied about all the available land under cultivation, more because it could withstand the droughts that generally swept over southern Kansas. Butler county's jealous neighbors, however, used to say they planted kaffir because the soil was most too poor to raise anything else.

In any case, El Dorado held a carnival annually to celebrate nature's beneficence. All the available bands were imported from neighboring towns, famous speakers from over the state were in attendance and everything was literally bedecked with kaffir corn. That was two years ago. At that time it was the proud boast of Butler county that she produced \$2,000,000 worth of kaffir and other farm products annually.

Think of it, \$2,000,000 every year! Now it takes Butler county about a week to duplicate the feat. They say that when children grow up they put away childish things. Butler County is now grown up. She does not hold the Kaffir Carnival in the Autumn. She has put on a dignified bearing that is supposed to attend great wealth.

Of course, El Dorado kicked up her heels considerably when oil was first discovered by the pioneer prospectors for oil. Thousands of drillers and tankies from all over the country hurried to the new field, and, as a result, there was considerable activity nightly as far as the police were concerned. But that stage has passed. The town has now adjusted itself to wealth that sprung up over night. It looks upon millions with the cool, calculating eye of a Wall Street financier.

Along its paved streets glide the motor cars, whose owners can write checks up to six figures. New buildings are going up—not sky scrapers, but dignified buildings that you would expect in any hustling, wide awake town. El Dorado is not going to waste its money as many towns did in the boom days in the eighties.

She also has got over the habit of raising the price of food commodities beyond reason. Immediately after the discovery of oil, an unlimited bank roll was a prime essential to a visitor who planned to spend a few days in the city. But the big oil companies promptly taught the city a lesson, as far as food prices were concerned. They started towns of their own on their leases where employes could get all the essentials that could be purchased in El Dorado and not nearly so high. Consequently, the city now charges no more than the average town.

But El Dorado has not grown fast enough for its permanent population and vacant houses are hard to find at any price, with the attendant result that rent is beyond reason. To meet the housing problem, every building that is available is turned into a home

of some description. At present, much of the residence section strongly resembles a collection of summer houses along some resort, with no more attention to architecture.

Although El Dorado has the dignified airs of a large city, she has many Puritanical ways that are hardly to be expected—even in Kansas. There is not a pool room in the whole city. It decided that indulging in pool was harmful to the morals of the young. The ban was accordingly placed on the sport.

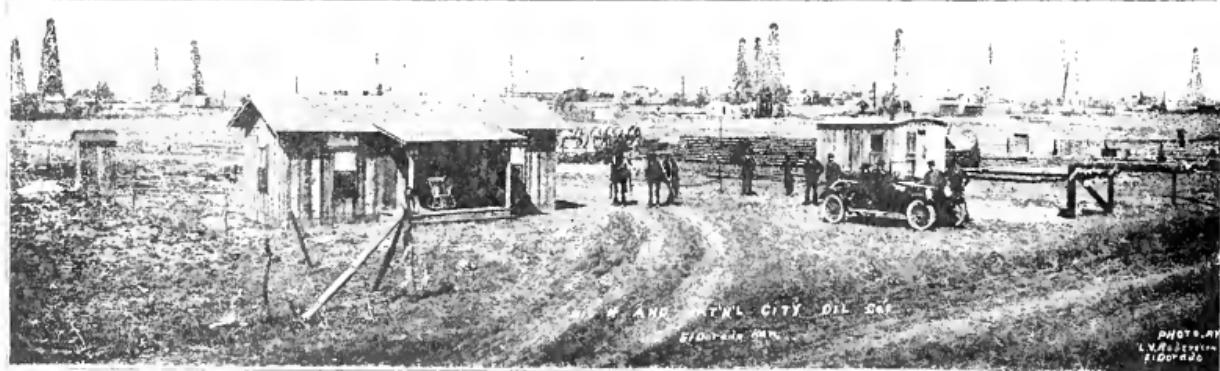
The stores also are open at night, at least many of them are. The drillers, of course, can't get away from work in the middle of the day to shop, and night is the only alternative.

There are many cities in the country with oil wells in the city limits. But El Dorado claims this distinction: She claims to be the only city in the country that owns a municipal well. Up in the northwest part of the town, the town owned a dump where trash and garbage was hauled. It was on the edge of the producing field. Someone suggested that the acreage might as well be put to pumping oil, as well as its other duties. A company agreed to sink the well for three-fourths of the oil, leaving the city one-fourth. The other day a 150-barrel well was brought in. The net income of the city will be around \$50 a day—not a bad sum from land that was considered nothing but waste.

Of course, El Dorado has a few millionaires. Most of them are most too modest to admit it. One oil company has paid as high as \$100,000 for one month's royalty to a single lease owner. Right now, Uncle Sam is taking a generous share of the oil wealth of Butler county through the excess profit tax—40 per cent, to be exact. But you hear no complaint. Butler county is proud of the fact that she is doing a little bit more than any other part of Kansas to help win the war.—From Petroleum for May, 1918.

THE BIG FOUR OIL AND GAS COMPANY
501 Schweiter Building

One of the big reasons for the continued activity in the Kansas Oil Fields may be placed at the door of such successes as that of The Big Four Oil Company, established and incorporated in February, 1917, for the purpose of developing oil in Butler County. This company is a \$50,000.00 closed corporation with valuable holdings, Northeast of the Northwest in 3-26-5, consisting of twenty acres; and 640 acres in the shallow territory of East Greenwood County.



The fact that these operators brought in their first well on April 2, 1917, and began paying large dividends as early as July 1st of that year may be explained by the fact that it is manned by these officers: Mr. O. E. Foulke, Pres., Mr. J. M. Reynolds, Vice-Pres., and A. M. Griffith, Sec. and Treas. Already stockholders have received their original investments back by way of dividends, and as the company already has six wells on the pump with the seventh one ready to come in any day, the outlook is very, very bright.

The National City Oil Company

501 Schweiter Bldg.

In "spudding in" for an article on the activities of The National City Oil Company, the reporter hopes that he will not encounter as many difficulties as that organization met with during the early stages of their development. If, however, as their experience proved, "The darkest hour is just before the dawn," he is probably willing to take his chances, for few Butler County operators now enjoy such a satisfactory present or are justified in expecting a more roseate future.

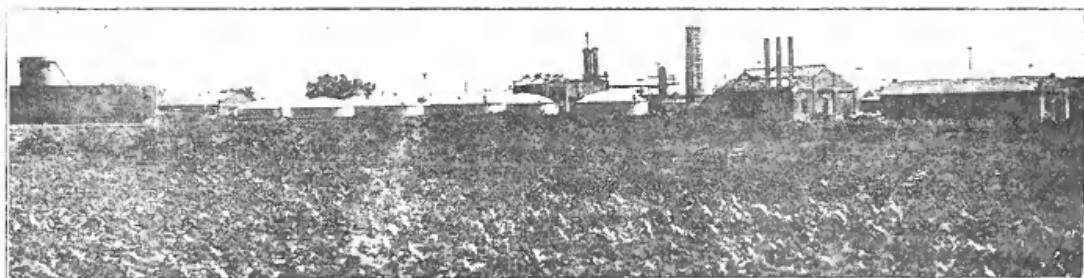
Beginning with their drilling in May, 1917, no bad luck known to the oil producer had passed them by, until their Number Two well came in with a 200 barrel production, and apparently raised the hoodoo. For by the time this goes to press, Number One will be in and they will have begun drilling on two more offsets and three more absolutely proven locations.

Incorporated in April, 1917, with a \$60,000.00 closed corporation, they already control these valuable parcels: Northeast of Northwest 3-26-5, consisting of 20 acres; 80 acres near production Northeast of Eureka, Greenwood County; 40 acres in the Fox Bush District, south part of Butler County.

The fact that Mr. O. E. Foulke as president, Mr. J. M. Reynolds as vice-president, and Mr. A. M. Griffith as secretary and treasurer, are the officers of the organization accounts for the loyalty and patience of the stockholders and for the A-1 financial condition of the corporation.

Returns will be in in the near future after which date a large monthly dividend will be paid to all who are fortunate enough to be associates in this company.

The Midland Refining Company El Dorado, Kansas



The accompanying picture of The Midland Refinery tells its own story for it illustrates the ultimate success of unlimited endeavor, and depicts the last word in modern efficiency for producing, manufacturing, and distributing petroleum and its products. It is one of the show places of the Mid-Continent field.

But, in case you are interested in a few statistics, you might consider these. From the activities on those eighty acres two miles south of El Dorado, 250 of the company's tank cars are in continuous service, and the products are shipped in train load lots to Pittsburg, Pennsylvania, and New York State, beside filling their share of middle west orders. They are breaking into the retail department by establishing stations in Kansas, Oklahoma and Texas.

Mr. W. G. Skelly, the President, is a director in eleven other oil companies and is one of a few really responsible for the development of the Illinois, Texas and Oklahoma fields. He doesn't need the boost but we would like to add our approval to his enterprise and our appreciation for the difficulties he has overcome. Mr. F. A. Pielsticker as Vice President and Dr. G. W. Gray as Secretary complete the trio of human dynamos who, since the incorporation in March, 1917, have put this big project "over the top."

The Inland Oil Company

Incorporated in April, 1917, as the producing department of The Midland Refining Company, The Inland Oil Company, appropriated two and a half million for that purpose and formed an organization of their largest stockholders who secured leases on 2,000 acres in Kansas, consisting of sixteen pieces, some of which is offset acreage. They also operate valuable production in Oklahoma, and the policy of handling the business is to get the affairs of the company on a firm, good paying basis and then pro rate any extra funds needed among the original stockholders. So far, they have never had to go outside of that list for anything they financed. That may be explained by the fact that only a small amount has been set aside for speculative purposes as all the rest is spent in proven territory. But we suspect that their large annual income has something to do with it.

When you know that Mr. W. G. Skelly, as President; Mr. F. A. Pielsticker, as Vice-President and Secretary, and Mr. R. H. Hazlett as Treasurer form the personnel of the board, you will understand why the charter membership still stands. Mr. Pielsticker, who was formerly at the head of The Ice and Light Company for El Dorado, was placed in charge of the company's office at 308 El Dorado National Bank Building. He is an experienced oil operator, holds an engineering degree from the Iowa State College, and in various ways, seems especially equipped to fill his office in the company.

The Famous Shumway Lease at Towanda

Operated by The Gypsy Oil Co.

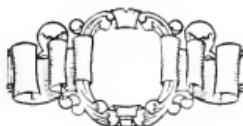
(See Frontispiece Panorama.)

There is no doubt that the quarter section most prominent in the history of the oil industry of Kansas is the N. E. $\frac{1}{4}$ of section 11-26-4 Butler County, known in petroleum parlance as The Shumway. There has been no way to speak of it except in superlatives and here are a few of the most used ones: It has been considered the greatest producing oil property of its size in the United States (having yielded over twelve million dollars in oil within ten months); operated by The Gypsy Oil Company, the lease is perhaps the best equipped and most thoroly developed quarter section in the country; their Number Five has made a record—unequaled in the entire field. It came in 16,000 barrels strong on September 7, 1917, and flowed natural for over seven months. Number Thirteen struck oil on March 16, 1918, and was good for 16,000 barrels. One-sixteenth of the royalty paid in excess of \$66,000.00 for fifteen days in March.

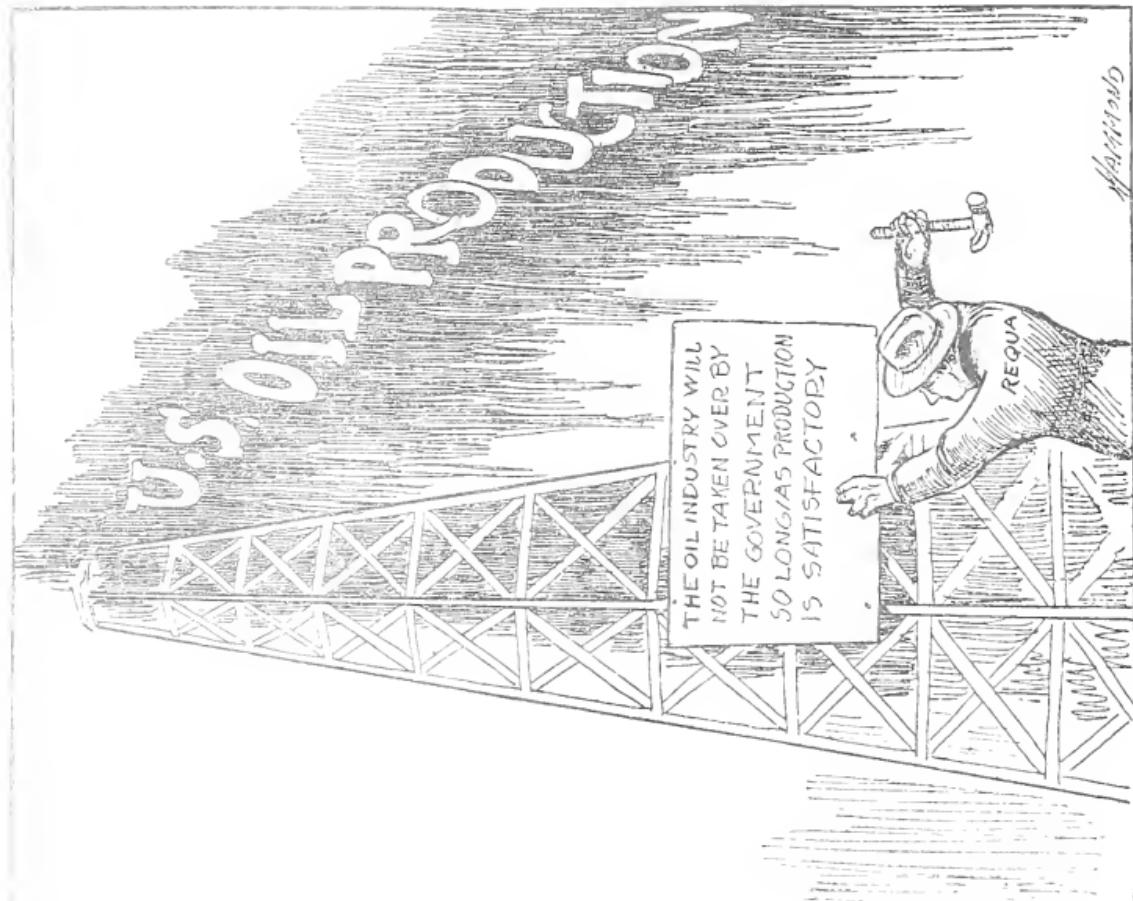
As to equipment, it is a marvel of ingenuity and efficiency. There are two 55,000-barrel tanks on the lease and a great number of the 1600-barrel size. It has air compression plants for use in flowing the oil. When the compressed air is run thru tubing into the wells, it serves as pressure to force the oil out and wells that would make 1000 barrels on the pump, will, when put on the air, increase to five or six thousand barrels a day. There are about one hundred dwelling houses on the lease for the employes, and all the property is served with electricity from its own plant. Guards are stationed at the gates and the public is not permitted to enter without a pass. At night, the immense search-light in the center of the lease, helps to guard the holdings of the syndicate.

Production first came in thru number one on July 15, 1917 and flowed at the rate of 5000 barrels per day. The property is not one year old and is nearing completion as far as deep oil is concerned, having brought in twenty-eight deep producing wells, with eight more drilling. They have drilled into the deep sand from four to forty feet, getting results at this depth, and have stopped drilling, altho the sand on the lease is proven to be 80 feet in depth. By drilling no deeper, the wells maintain their initial production for a longer time. There is a shallow production at 1670 feet with two wells on it that flowed when they were drilled in, and the indications seem to warrant double or twin sand wells. This sand produces about 200 bbls. to the well—flush. There were seven gas wells completed that furnished fuel for operation for quite a while and are still a prominent factor in drilling.

The products of the Shumway wells are transported by means of six-inch pipes for the large wells from the pumps to flow tanks and thence into the storage tanks and pipe lines. The Gulf Pipe Line Company of Oklahoma, affiliated with the Gypsy, has laid lines from the property to Port Arthur, Texas, where they have one of the largest refineries in the world. Many other items of an epoch-making nature could be cited but the most provable statement of their eminence, is the tendency of the entire oil public to describe all their holdings with the Shumway as a gauge.



THE SWORD OF DAMASCUS



Courtesy The Wichita Eagle and Mr. B. F. Hammond

Mr. W. M. Jamieson

In writing up Mr. W. M. Jamieson, secretary of The Otter Creek Oil and Gas Company, it is unnecessary to resort to flowery epigrams and big words. Let us get down to facts. The facts will speak for themselves.

He came to Kansas in 1883 but in 1887 was sent to the San Pedro Coal & Coke Co. His former experience as a mine manager fitted him for this office. The May and Jekyl Construction Co. of New York engaged him as superintendents of his services as superintendent of live stock in building the railway from Port au Prince to Santa Clara, Cuba in 1901 and two years after he served as superintendent of construction and tracks in building the great filtration plant for the city of Washington, D. C. Then he was installed as superintendent of construction for the railroad from Nipa Bay to Punta Baca, Cuba and, at its completion, was engaged by Pinnock & Son of London, England to superintend the construction of Tunnels "A" and "B" in the great tunnel system under the East River connecting New York and Long Island. In 1910, he again became associated with May & Yekyl as superintendent of construction on the Madeira and Mamore Railway, South America—a task that took him down into the swamps of the Amazon with a working crew of French-speaking negroes, Culvins and hundreds of imported Germans,—all fighting the common enemy—fever and swamp business.

That is almost enough for one man to accomplish with one life but there are local citizens who still love to talk about the big real estate deals he has consummated here before going in for oil leases and royalties. The facts that Mr. Jamieson drilled oil wells in South America 10 years ago; that he got some of the choice acreage in Greenwood two years ago; and that he always attempts such big things and somehow has a knack of putting them thru—all contribute to the conviction that his association with The Otter Creek Oil and Gas Co., is enough to insure its success.

The American Petroleum Investment Company

124-126 EAST FIRST, WICHITA

In the history of every big industry, there have been those admirable organizations, who sacrificed various small personal opportunities for the ethics and advancement of the profession, itself. Such a one in the annals of the Kansas Oil Development is The American Petroleum Investment Company. It is a veritable clearance house for reliable royalties and deals in nothing but proven propositions because it believes that every poor oil investment does unlimited harm to all petroleum activities. So, when you go to them for stock in any oil venture you are sure to get an expert's best opinion of your contemplated transaction, if you ask for it. And, as they have nothing of their own to sell, you can be reasonably sure that it is an unbiased judgment, based upon the best obtainable information.

Incorporated on May 2, 1918, for \$100,000, the following officers were appointed to carry out the firm's policy of integrity and dependability: C. M. Van Pelt, President, a man with twenty-five years of practical oil experience; A. V. Bourque, Vice-President, for fourteen years special oil writer and statistician for the Mid-Continent field; Paul Bossemeyer, Treasurer, formerly in charge of Bossemeyer Brothers Grain Company's Wichita Office, and T. M. Thomas, Secretary, an experienced stock man formerly in charge of the local office of Orthwein Matchette Company, Stocks and Bonds. Mr. J. F. Marion, one of the directors, was for many years traveling buyer for the Ernst-Davis Grain Co., a Kansas City Commission House.

It is the aim of The American Petroleum Investment Company to specialize in exclusive listings of high grade oil securities but they conduct a service for various

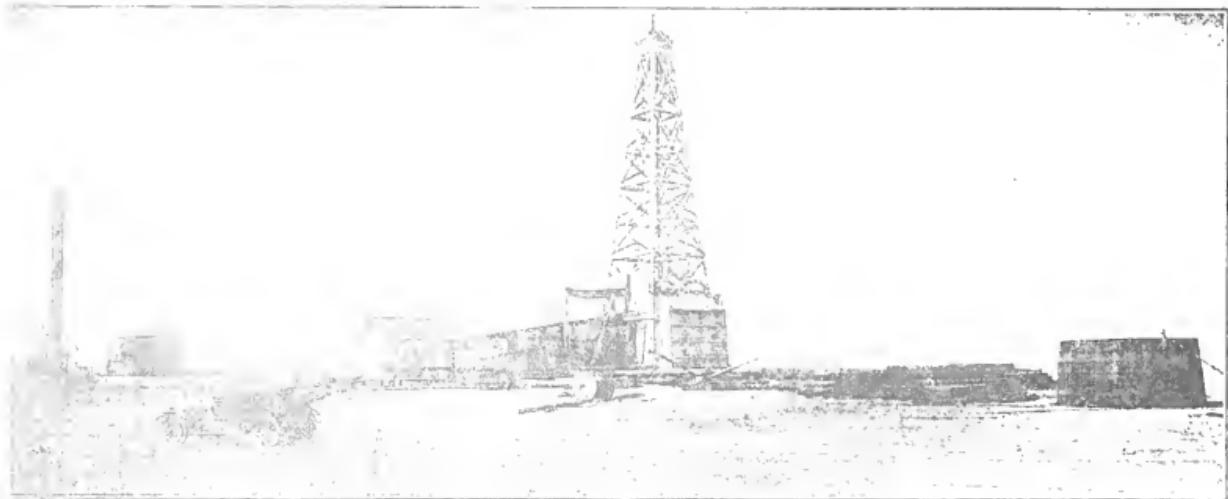
companies who prefer to distribute their selling chances, and can get anything for you that is on the market. However, if you would save embarrassment, don't try to enlist their aid to unload some blue sky proposition that you may be willing to part with. They have a way of sorting out the good bets from bad ones and, remember, they are establishing a reputation for worth-while royalties only and it is to their interest to protect their clients.

One of the most philanthropic services in the history of the oil industry is being rendered by their department for indexed information on eleven hundred Kansas Companies. There is to be a small fee for the reports obtained from this source but it will be authentic and might save you many times its cost. The Oklahoma lists are being compiled and the entire system will be under the jurisdiction of Mr. A. V. Bourque, who is peculiarly fitted for the position from his extensive publicity experience as oil reporter for the Tulsa Democrat and Times, Oil and Gas Journal, Oil City Derrick, Mid-Continent reporter for the Gulf Coast Oil News, Ft. Worth Star-Telegram, Oil Staff Correspondent for the Kansas City Star, American Oil Journal, and National Petroleum News.

THE AMERICAN PETROLEUM COMPANY

This company was organized and incorporated on December 14, 1917, for fifty thousand dollars and is a closed corporation whose stockholders are the officers of The American Petroleum Investment Company. They take leases, buy producing property, market refined products, and have 18,000 acres leased in Kansas, Oklahoma and Texas. They are a producing company and finance all their own undertakings, being the production department of The American Petroleum Investment Co. They do not need, nor will they accept outside capital. This attitude only further substantiates their principle to handle all stock in their listings at an equal advantage.

Well of The Inter-Sea Service Corporation



Well of The Inter-Sea Service Corporation in Butler County

The Inter-Sea Service Corporation was organized under the laws of the State of New York in 1917. It was primarily intended as an importing and exporting concern. A representative was selected to tour South America. But necessity turned its activities another way.

When the United States became a participant in the great European war the Board of Directors discussed the manner of greatest service to the nation and thus came about

the decision to become producers of petroleum and thus if possible render a real service to mankind.

The Vice-President of the company was chosen to secure acreage in the celebrated oil fields of Kansas and in a short time valuable leaseholds were obtained in Butler, Barber and Comanche counties, about 17,000 acres in all.

It was expected by the directors that the stock of the company would all speedily be sold in New York. The capitalization was authorized only to the amount of \$250,000 and under ordinary conditions would have quickly been placed.

War changes every aspect of life and business as usual is all right to talk about but impossible to realize. And with war conditions New York was the first place to keenly suffer. Hence their development work has been retarded and of necessity.

However, the first year of the company's existence has been successful. Only \$100,000 of stock has been issued yet the holdings of the company have increased in value and production will be had soon.

About 6,000 acres of their holdings were sub-leased to The Guaranty Development Company, a Million Dollar Company, and several wells are being drilled by that concern. The Inter-Sea Service Corporation retained a one-eighth royalty in all lands subleased and received as further compensation one-fourth of the common stock of The Guaranty Development Company.

The remainder of the stock of the company is being sold in the middle west and they will soon be drilling on their holdings in Comanche and Barber counties. The well which they started in Butler county last year will soon be completed.

Twenty-eight hundred acres were added to their holdings recently and they have now about 13,500 acres besides the royalty in the above described 6,000 acres.

The officers and directors of The Inter-Sea Service Corporation are: Gordon L. Stephens, of Brooklyn, New York, president and treasurer; George Alfred Platts, of El Dorado, Kansas, vice-president; Joseph F. Coppinger, of Brooklyn, New York, secretary; J. O. Evertson, of El Dorado, Kansas, director, and Arthur D. Shaw, of Medicine Lodge, Kansas, director.

The Union Oil Company of Wichita

The Union Oil Company of Wichita located at 511 Beacon Building, is one of the largest of the local companies. Capital \$1,500,000. Leases total about 34,000 acres; 6,000 of which are in Butler County. The others are scattered through various Counties in the oil territory such as Wilson, Montgomery, Chautauqua, Greenwood, etc.

Producing Leases are Denny or Manley Lease in 12-26-4, Hill Lease in 34-25-5, Sargent Lease in 24-26-4, Butler County. On all of these leases further development work is being pushed.



A Scene on The Union Oil Company's Property in Butler County

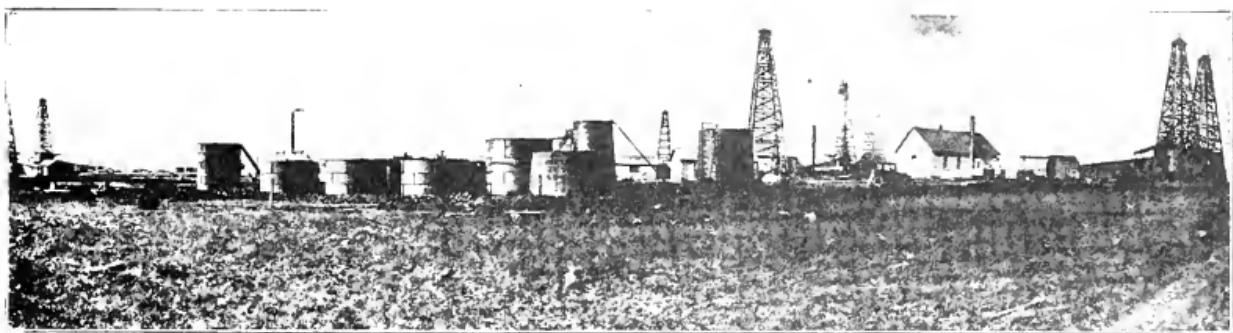
They also have a number of other leases now within one-half mile of production on which development will soon be necessary.

Officers: Geo. E. Ricker, President; Jos. C. Jordan, Vice-President and Treasurer; M. T. Pearce, Secretary. Directors: Geo. E. Ricker, Jos. C. Jordan, M. T. Pearce, J. M. Mollendiek, Wm. C. Ritchey.

The Commercial Refining Company

The little stone church that gave the famous "Church Yard" Lease its name had no spire. Now the spires of this Butler County "Spindle Top" are as thick as the sunflowers used to be.

This lease alone establishes The Commercial Refining Company, but the company's holdings near Broken Arrow are just as valuable if not so spectacular. With fifteen years' experience back of their enterprise, it is small wonder that their trade territory covers the earth.



The Churchyard Lease

George E. Rieker, a Kansas City business man, is president. O. J. Watson, whose success in selling Overland cars has been phenomenal, is Vice-President, and R. W. Black, a well-known operator in Oklahoma and Chautauqua fields, is Secretary and Treasurer.

With these holdings and these men to manage them, it is easy to see why the stockholders think Christmas is a quarterly event.

El Dorado Refining Company

You have heard that if you aim at a star you will, at least, hit a tree top; but how many times have you noticed any organization aiming at a tree top and hitting a star? That has been the experience of The El Dorado Refining Company. When they incorporated January 10, 1917 for \$150,000, it seemed all sufficient for handling their business of the present or future. They bought ten acres one mile west of El Dorado and got busy.

"Busy" is the word. Within one short year, they had outgrown both their original quarters and capital, until they appropriated another \$150,000 and doubled their acreage. They are spending most of this upon equipment to handle the immense volume of business they have developed and have 136 privately owned tank cars, 4 new stills, a new 26,000-bbl. tank and a reservoir covering one acre. From 3,000 to 4,000 barrels of petroleum are refined by them every day.



MR. J. J. TAXMAN

Mr. J. J. Taxman, the man who turned the Illinois Oil Company from a jobbing concern to a big successful refinery, is the president of this organization and gives it his personal attention. Mr. R. H. Hazlett, the prominent El Dorado banker, is Vice-President with Ben Taxman as Secretary and M. Taxman, Treasurer.

The Guaranty Development Company of Des Moines, Iowa

It is easily imagined the difficulty encountered in telling the same story in a couple of hundred different ways. So when a company with an entirely new system of organization appears upon the scene, it is the editor's real delight to write them up. We believe you will be much interested, as we were, to learn of the policy of The Guaranty Development Company of Des Moines, Iowa, who now have charge of operations on more than 10,000 acres of valuable Kansas oil lands, and which policy is original with this Company and unique in its character.

This corporation, capitalized at \$1,000,000 and backed by unlimited resources, operates under a South Dakota charter, with the following officers in executive charge:

Parley Sheldon, the President, is a millionaire, and President of the Story County Bank of Anies, Iowa; William Moran of the American Trust and Savings Bank of Des Moines, is Vice-President; Messrs. A. E. Hollingsworth, prominent coal operator and Albert G. Maish, wholesaler, are respectively Secretary and Treasurer of the Company, and the Directorate and list of prominent stockholders contain the names of such well known and conservative business men as Hon. John L. Bleakley, ex-State Auditor Daniel O'Donnell, Geo. B. Hippee and D. H. McKee, respectively President and Vice-President of the Iowa Loan and Trust Co., men who in all other lines of business have never known what it was to fail.

They have so much faith in their own proposition that they are willing to guarantee all the stock sold by them, with the world's best currency-land. This company has entered into a Trust Agreement with the Iowa Loan and Trust Company of Des Moines and have deposited with them deeds for 18,800 acres of Brevard County, Florida lands, which after May 1, 1920 is the property of the stockholder on a basis of \$40 an acre provided he is not satisfied with his investment. Brevard County lands are the cream of Florida and in the famous grape fruit district, selling now for from \$50 to \$200 an acre. The Company is thereby giving you two runs for your money, oil or land. With carefully selected leases and \$500,000 in the treasury, you have one guess as to how much Florida land you will get.



MR. DEERING J. MARSHALL.

Deering J. Marshall

Independent Operator

The largest chapter of the "I-knew-him-when" Club in Kansas is the Deering J. Marshall contingent. Even the writer cannot remember the time when she did not know Deering J. and, likewise cannot remember the time when he was in any way different from the man he is today. He has proven himself a big man by the way he has accepted his marvelous good fortune. It is a crucial test for one of "our boys" who has been reared in the average Kansas small-town way to become suddenly prosperous and successful beyond his wildest dreams; to be known and loved by a small circle of friends one day—and cast head-long into the lime light of the world the next; to read newspapers filled with articles about prominent financiers one moment—and to fill those same papers the next with one's own achievements. Very few could have stood it and come thru as cosmopolitan and democratic as Deering J. Marshall has done.

There is a little old stone church over near Augusta which, until oil was discovered, was about as famous as Deering Marshall under the same circumstances. Both were filling their individual nooks very satisfactorily but neither had any brilliant aspirations. The little church did not even have a spire. But there came a time when the names of both were on every tongue—and both for the same reason. Oil had been discovered on the Churchyard Lease—owned by Deering J. Marshall! It was the beginning. Bought for a mere trifle, this property yielded Mr. Marshall \$65,000 worth of oil before he sold it for \$125,000 and, to use his own words, put him on the map in the oil world. Since then, he has accomplished things that make this transaction pale into insignificance but the modest little edifice always draws a warm thrill of gratitude and tribute from Mr. Marshall at every opportunity.

Pursuing his policy of buying leases early at a nominal sum and spudding in for actual production while awaiting a propitious time to sell, Mr. Marshall bought the Harmon quarter section for \$16,000 and sold it to S. T. Jocelyn and associates for a quarter of a million dollars. Then there was the Dillenbeck Deal. As a pioneer on the west portion

of the El Dorado Pool, Mr. Marshall drilled in No. 1 on this lease—then four miles from production—and brought in a gas well. At this time he sold 320 acres to The Tuloma Oil Co. and this concern went down 2450 feet and brought back an oiler. The rest of the Dillenbeck was owned by Harry Heimle, a prominent Wichita oil man, and Deering J. Marshall and they sold one-half of their interests to the Tidal Oil Company for \$650,000 with the understanding that Mr. Marshall was to take full charge of the operating.

At the present time, this remarkable exponent of the oil industry is carrying on an extensive drilling campaign in the eastern part of Butler County, western part of Greenwood—near the Hull well, and in Cowley County. He has already produced as many barrels of oil as any individual producer in the state and has more wildcat tests to his credit than any other man and than most of the operating companies in Kansas. It was doubtless this spirit of continued activity and advancement that caused the officials of the organization to place him upon The Advisory Board of the Petroleum War Service Committee. Deering J., himself, wondered why the chairman appointed so young a man as himself on so important a department of government service and asked that executive why they did not select an older man with more brains, and received this reply: "Well, it is usually conceded that an oil man doesn't have to have brains—it's all luck anyhow—so why consider that qualification on this committee?"

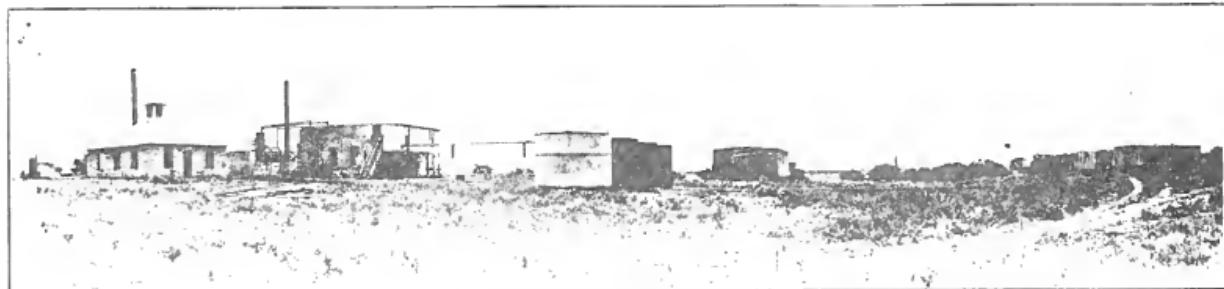
A word here about the service of this war committee may not be amiss. The purpose, as the name would indicate, is to keep the government informed at all times regarding the conditions in the oil fields, the wells, production, refining, marketing and all operations occurring in the industry. Mr. Marshall is the only representative from this state and is, as well, the youngest member on the entire board. Their organization meeting, was held at the Blackstone Hotel in Chicago on June 25th and 26th and since that time, the Mid-Continent representatives have met several times at Tulsa on their own initiative. The committee members must be thoroly conversant with their subject and there will doubtless be a great deal of important business transacted by this body of men. At any event, if the energy and capacity of Deering J. Marshall is a fitting exponent of the requirements of this war unit, there will have to be level-headed good judgment as well as luck among its personnel in order to qualify as members of The Advisory Board of Petroleum War Service Committee.



Mr. Marshall's Wichita Home

Vickers & Marshall Refining Company

The refining business is really the gilt-edge bond department of the oil industry. It is the medium thru which most of the returns in oil are routed and there is practically no risk connected with the investment. So, after J. A. Vickers and Deering J. Marshall had scouted around for a while, brought in several wells, and secured a number of leases, they decided to appropriate about \$200,000 and on a partnership basis, build a refinery at Potwin.



Vickers & Marshall Refinery at Potwin

The result is a thoroly modern plant of 2,000-barrel-a-day capacity equipped with the most efficient methods and apparatus for refining crude and handling its derivatives. They have taken up a large block of leases north of Potwin and now expect to drill a well.

The fact that petroleum is already contracted for from the Towanda Pool; that the refinery is served by the M. O. P. with side tracks into the property; and that the project is backed by the Vickers-Marshall combination eliminates all elements of chance and makes their investment as safe as a Liberty Bond.

The Conservative Oil Company

When a company stamps its organization with a name like the above, it has at the outset adopted an ideal which will require every atom of steady control upon which its officers may draw. There is no doubt of its orthiness, and, in the words of Kipling, "If you can keep your head, when all about you are losing theirs," it is worth the struggle. So a speculation in a Conservative Way becomes an investment.

Established and incorporated on July 6, 1916, with Carl Fisher as President, Paul J. Wall as Secretary, and H. J. Hagny as Treasurer, the company now owns various desirable leases in Butler and Cowley Counties. From their central office at 208 Fourth National Bank Bldg., they oversee the interests of an ever-increasing clientele of satisfied associates, who advocate "system among chaos."

Mr. J. O. Evertson

El Dorado

If more of the production of the Kansas Oil Fields was handled by established local operators, the industry would doubtless be less often referred to as the Big Gamble. When men like Mr. Evertson add their efforts and precedence to the business, the mushroom and unworthy wildcat elements are neutralized to a great degree.

This native son was born in a two-story log cabin out in Osage County, and has built his career right here with step after step of proven industry and sturdy principles. His equipment consisted of first obtaining a B. S. degree at the Southwestern College, from which point he climbed thru the Real Estate and Insurance Route to Director and Western Agent in the Inter-Sea Service Corporation, of Brooklyn, N. Y.

From his offices on the Mezzanine of the Eris Theatre Bldg., he controls interests in 1700 acres in Butler County, 15,000 in Comanche and Barber with drilling in Butler and rigs up in Barber as well as the famous Stokes Royalty and a 350-foot well in the city of Paola. The fact that his community placed him in the office of County Treasurer is a pretty good indication that he is a safe man with whom to trust your oil investments.

Officers of
The Sampson Oil and
Grease Co.



M. D. SAMPSON, Secretary



MR. F. C. HOYT, President



S. B. DANIEL, Vice-President



E. B. BROWN, Sales Manager

Wichita, Kansas

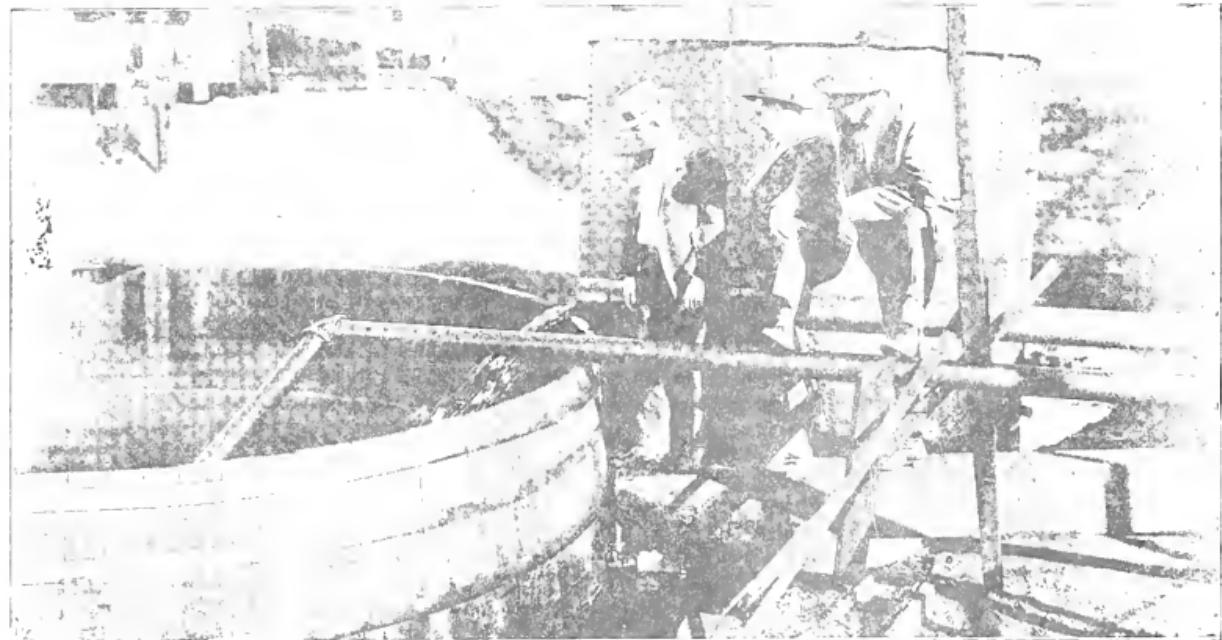
The Sampson Oil and Grease Co.

Wichita, Kansas

The banking business has many points in its favor. It requires integrity, judgment and, above all, a strict adherence to precedent. It is this last feature that prohibits an individual of inventive instincts and original ideas from making it his life profession. That is doubtless the reason why Mr. M. D. Sampson, formerly a banker in Solomon, Kansas, transferred his affiliation to the above company, and the results of his four years' work in the latter capacity have proven the wisdom of the change.

The service of this organization is inestimable. They compound lubricating oils of various weights and the large supply of base oils available from their contracts with producers in Kansas, Oklahoma, Pennsylvania, and Illinois fields, makes it possible for them to supply lubrication for anything from the smallest piece of machinery to the largest locomotive. Their formula for treating neutrals and stocks with a steam and heat process has been so successful that they were obliged to establish a factory in Wichita to serve the ever growing demand. From a small plant at Salina, Mr. Sampson has developed the industry into a quarter of a million-dollar-a-year proposition, and all this on the small capitalization of \$100,000.

The officers who have co-operated in bringing this venture to its remarkable culmination are: Mr. F. C. Hoyt, President; S. B. Daniel Vice-President; M. D. Sampson, Secretary, and B. B. Brown, Sales Manager. Mr. Brown has spent fifteen years in this business and this feature coupled with the combined efforts of Mr. Sampson and himself has resulted in making the factory and office of the company at the corner of Sixteenth and Santa Fe one of the busiest spots in the Mid-Continent field. Twelve travelers are employed to look after the company's trade but the indications now point to a necessity for establishing a series of branch offices to handle the constantly increasing demand for their products.



RAY ARCHER, F. C. HOYT, JESS WILLARD
On the Revert School House Lease

The Occident Oil and Refining Company

A man who knew once said "If you want to get any thing done, ask the busiest man you know to do it". On that basis, what would you conclude in regard to an organization whose active officers were just too busy to hold the meetings necessary for their individual welfare? Wouldn't you decide that the concern was destined for success just because busy men were back of it?

Whenever Mr. F. C. Hoyt, the President; Mr. Geo. Theis, Jr., the Vice-President; Mr. Charles Saunders, Secretary, and Mr. S. B. Daniel, Treasurer, can find enough Directors with a moment to spare, they draft them all into a special call meeting and grind out more actual results in a record time than any similar organization we know. Since September, 1917, their office at 500 Hoyt Building has witnessed some pretty firey sessions, and they got results as is evidenced by the accomplishments of the firm to date.

This remarkable company, organized under a Delaware Charter in October, 1917, and capitalized at three million dollars had, at the age of nine months, a 500-barrel production and three operating refineries of 2,000-barrel capacity—each. These refining properties are located at Cushing and Tulsa in Oklahoma and Burkburnett, Texas and are thoroly equipped with the most modern facilities for handling petroleum and its derivatives and are manned with the most efficient skilled labor obtainable.

The President has other big oil investments, among them the famous Revert Schoolhouse Lease, Churchyard Lease, and The Union Oil Co. He organized the last-named corporation and was its first President. The Occident Oil and Refining Company has other prominent members upon its directorate, among which are: the champion of the world — our own Jess Willard, Senator Chester I. Long, and General J. T. Barker, ex-attorney general of Missouri. Corporations like this are the Sampson Posts of the Kansas Oil Fields, and can be depended upon to bring in steady, sure results rather than spectacular flurries.

The Great West Oil & Gas Co.
211 Schweiter Bldg.

A man who can be conservative in as fascinating a game as the oil business deserves a Victoria Cross. He really has the making of a conqueror for he has conquered himself. And when you find enough men of that sort to organize a company whose first policy is to drill only on proven territory, it is a good firm to tie to for sure and steady returns.

They incorporated in July, 1917 for \$100,000.00 with the idea that the small capitalization would permit early premiums. With A. L. Price, President; O. H. Howard, Vice-President, and A. N. Bontz, Secretary and Treasurer, you are at least assured of a square deal backed by good judgment.

Mr. Bontz has had a wide personal experience in handling royalties along with his former real estate and insurance business and reports that the company already has an oiler two miles west of El Dorado and intends to spud in on its acreage in Butler and Chautauqua Counties. No one can tell the outcome but you are sure to have a ruin for your money and "those who know" predict a real success for this organization.

CRAMER & PURKAPILE, DRILLING CONTRACTORS
Neodesha, Kansas

Without the services of competent and trustworthy drillers, the oil game would not get very far. A great deal could be said about the industry from a drilling contractor's viewpoint and in some cases would form good grounds for libel. It is only the activities of solid, experienced and dependable operators like Cramer & Purkapile that brings the average up to the requirements of good business ethics. They are backed with twenty years' practical work in this line and have adopted the Star Drill as their prime favorite. Both of these men are members of the Masonic Lodge and endeavor to instill into their business the high principles of this organization. Their record is testimony to the success of this policy.

Ben R. Beezley Agency for Oil Securities



M. R. BEN R. BEEZLEY

Altho not much of a "jiner" himself, Mr. Beezley has been instrumental in organizing numerous operating companies for others and has a number of well known successes to his credit. From his office in 604 Schweiter Bldg., he manages his own property in Kansas as well as his valuable acreage in Oklahoma which is in the very center of actual production. There is a big project pending, involving New York capital, which we would like to tell you about, but it is not yet ready for publication. However, it is always safe to keep in touch with Mr. Beezley's activities, as you are very apt to find out that there is, most of the time, some real advancement in the process of culmination.

Several years ago, before the oil industry had reached its present prominence, it required a lot of nerve for an independent operator to spud in alone. It was such a big gamble that most prospectors preferred to attack it in massed formation. Just because of its uncertainty. Mr. Ben R. Beezley, however, decided to take all the chances himself and organize his friends as a rear guard only after he had proven that he was a good guesser, and he has operated on that policy more or less ever since.

At the present time he controls the oil and gas rights in 5000 acres of strictly wildcat territory in Marion County, which is completely surrounded by big company leases and the general prediction is that we all will hear more of this location in the near future. He has 12,000 acres in other parts of Kansas and Colorado and two offset locations to the Big Four property in Butler County, and some holdings in the old dump ground of El Dorado. This last item is interesting because it is so near the line of demarcation which the City Fathers have drawn, that he could drain most of the oil under the city and never be stopped with an offset.

The Cumberland Petroleum & Refining Company

A lot has been said about the middle-man's profit--principally by the fellow who wasn't "it". You never heard the middle-man kick. That would be killing the goose that laid the golden egg. So it is with the refining business. Very few stockholders in a first class refinery object to profiting as the medium through which the big returns in oil are routed. They are in an advantageous position, also, because there is practically no risk connected with their investment.

The Cumberland Petroleum & Refining Company is a fitting example of this sort of oil venture and, although one of the younger exponents of the refining industry of Kansas, has made rapid strides toward big achievement and is booked for an active future. It operates under a Delaware charter; is capitalized for one million dollars; and has elected the following officers upon the directorate: Mr. R. C. Clapp, President; Mr. C. C. Wadleigh, Vice-President of this organization as well as The Citizen's State Bank of Centralia, Kansas; Dr. G. E. White, Second Vice-President and a prominent physician of Effingham, Kansas; Miss E. McCorkle, Secretary and Treasurer. These other active members of the board need no introduction to the residents of Kansas: W. W. Holyfield, finance commissioner for the city of Lawrence, Kansas; Geo. D. Thompson, Deputy United States Internal Revenue Collector; John T. Sever, a specialist in oil investments; U. S. Barr, one of Wichita's successful investors; and Mrs. K. E. Underwood, formerly private secretary for Deputy for the Supreme Council for the state of Kansas Scottish Rite Free Masonry. As depositories, they have selected the Merchants' Reserve State Bank and the American State Bank, both of Wichita.

The holdings of The Cumberland Petroleum & Refining Company comprise over 19,000 acres of leases in Kansas, Kentucky, Virginia, Oklahoma, Texas, Wyoming, and in The Municipal Tampico, Mexico. Their property in Butler County Kansas, consisting of six leases and one drilling contract, covers some extremely valuable acreage, including locations near the Varner, Smock and Sluss Pools, the Churchyard and Trapshooters' leases, and the Lorena Tank Farm. In Montgomery County, they have acquired 160 acres upon

which they have some oil production and a good showing of gas. ~~Then~~ there are 760 acres in Logan County and 6891 in Wallace County. Their assets elsewhere are just as impressive but this is a Kansas book and their interests in this state are sufficient to indicate their eminence in the industry.

The Cumberland Refinery



The accompanying cut of the refinery is a tangible proof that their dreams have a way of materializing. It is located on the Santa Fe tracks in North Wichita, and has a capacity of 1,000 barrels a day. The Butler County oil fields have scarcely been scratched as yet and this modern and thoroly equipped refinery, served by the railroad that covers that territory, is here on the ground floor to do its share in promulgating the possibilities of petroleum production. It has a most roseate outlook and nothing short of a disaster could cause its failure. So, for those with middle-men inclinations, we present The Cumberland Petroleum & Refining Company for serious consideration.



MR. HENRY L. DOHERTY

The Empire Companies

There are some subjects too big for the human mind to grasp—just as there are some views too extensive for the eye to register. So, in recording the activities of The Empire Companies we are obliged to reduce it to a focus and, for that purpose, will present to you the president—Mr. Henry L. Doherty of The Cities Service Company, whose ideals, generalship, and methods have made this huge organization what it is today.

A certain automobile manufacturer of world-renown is much admired, not entirely for his product, which is now established beyond competition, but for the human and understanding relationship of himself and his employes. Not so much has been said of the Doherty organization in that respect but our private conviction is that the ties are even stronger. Beside the personal benefit that each co-worker in the company receives—almost automatically—he knows, in his heart, that he need never question the integrity of his firm or doubt the quality of service he is rendering the world at large.

For instance, The Empire Companies, at an immense expense have established an efficiency bureau for the purpose of evolving the best methods of drilling for oil and conserving natural gas. The experiments of this department are public property and are used as much by rival concerns as by The Empire itself. This alone is ample evidence that the motives of their constant efforts are not so much those of personal gain as for the general aid to operators in obtaining the best results. Mr. James York, Conservation Officer for Oklahoma paid tribute to this service in his recent address in court relative to the new system for mudding off natural gas.

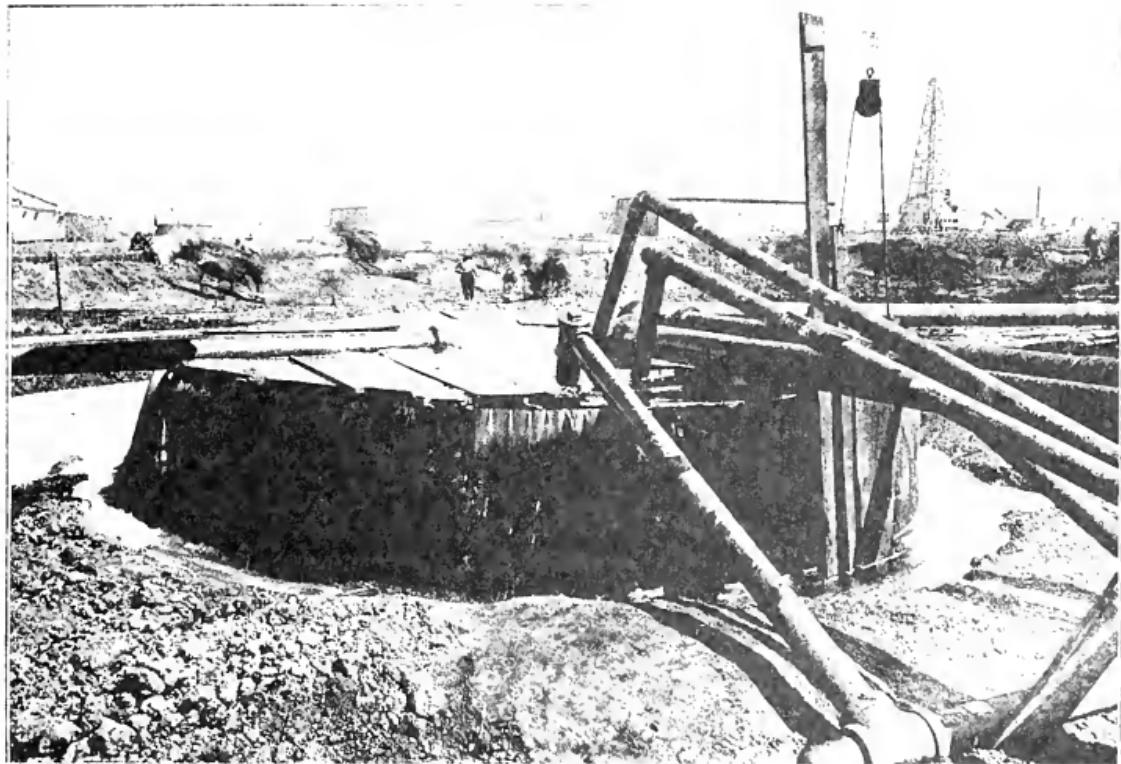
The Henry L. Doherty interests in Kansas until 1915 consisted of supplying natural gas to Wichita and surrounding towns until their discovery of vast petroleum deposits

occurred which has placed many a Kansas farmer in the millionaire class. It transformed the sleepy little country towns into veritable Klondike camps and they are still working night and day to avail themselves of their unlimited opportunities. Surely we do not have to point out how many hundreds of people were benefited by this local advancement—not to mention the millions who are served with the products of the industry itself.

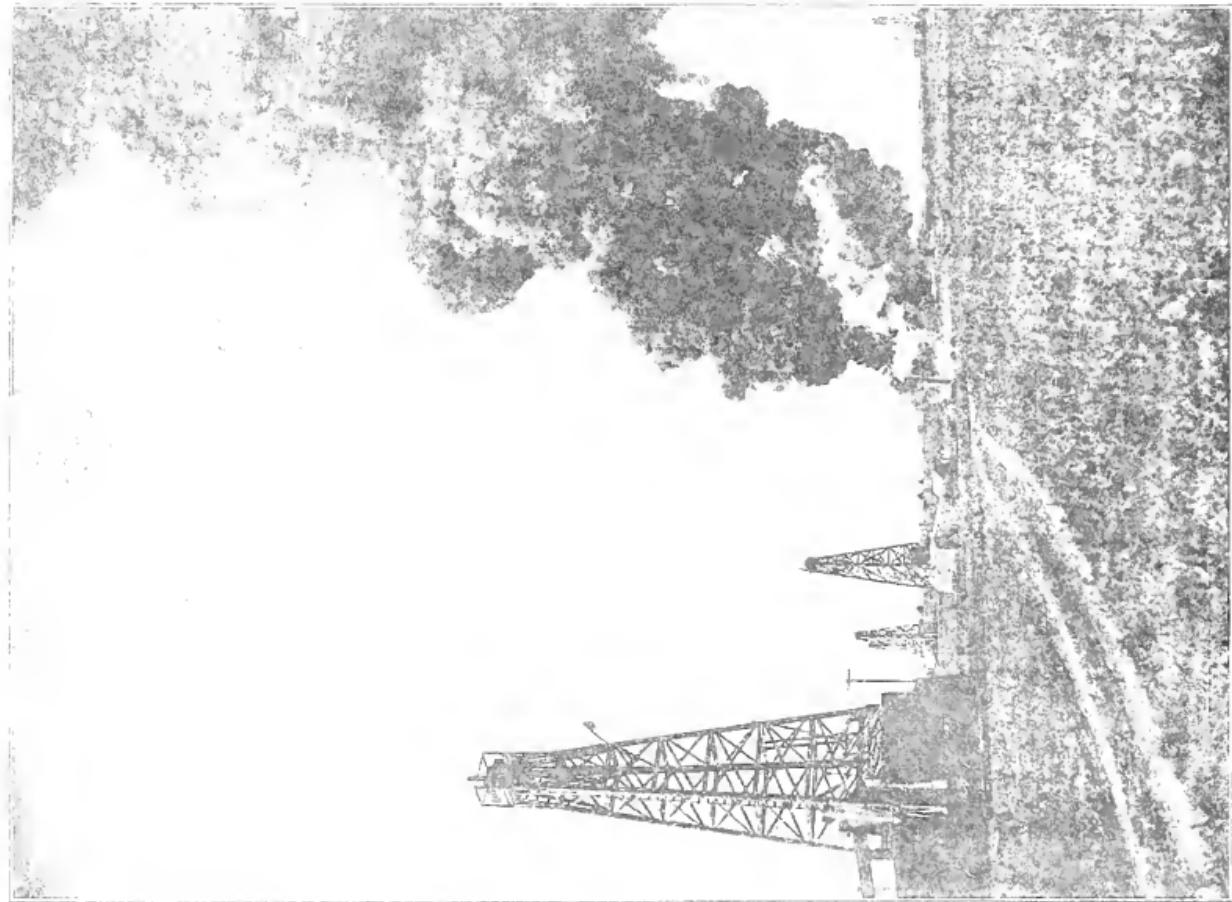
If you are fond of statistics, consider these: The Cities Service Company was created to advance scientific research in order that the public at large might have the best utilities service obtainable. It controls one million acres of producing and prospective oil and gas lands extending from the Gulf to Nebraska. Its producing or drilling wells are now numbered among the thousands; it has hundreds of miles of oil pipe line; nine operating refineries; hundreds of tank cars, tanks and stations; and even some ships for distributing its petroleum products.

When you know that Henry L. Doherty, the presiding officer of this corporation, has, while still under fifty years of age, climbed from newsboy to his present eminence, upon two policies—"The public be served" and "Co-operate"—you will see why he is respected, understood and served by every man and woman fortunate enough to be his associate. And he chooses them like Comiskey does his ball team—old heads for ballast but the youngsters filling the active positions.





Brought to the Surface by The Empire Companies on their Cardy Lease



Scene on the Dilleybeck Lease West of El Dorado

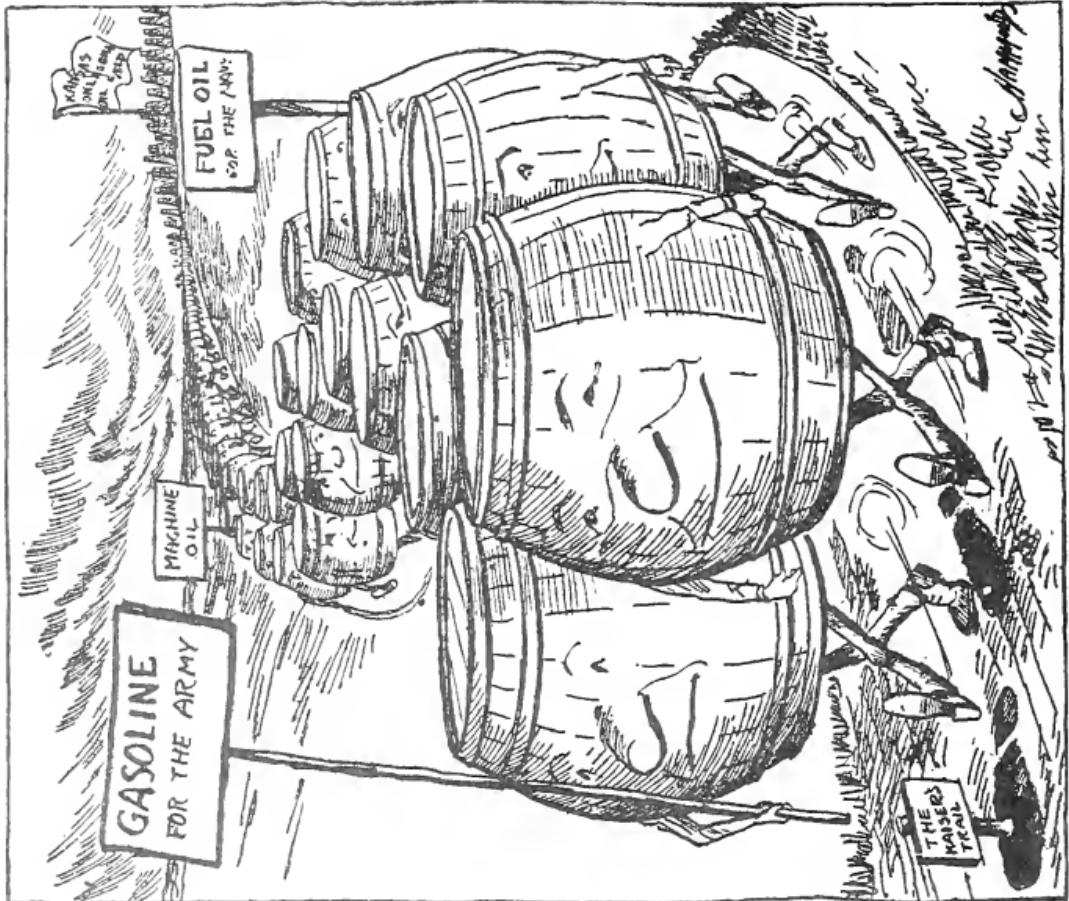
The Oil & Gas Company of El Dorado

A number of features in the management of this organization command our respect and raise the general standard of the oil industry. In the first place, it was incorporated in June, 1916, for the avowed purpose of production and to further that policy, it procured the now famous Dillenbeck Lease six miles west of El Dorado, on the fifth parallel. It then opened an office at 110 Gordy and within seven months had paid 100% dividend to its stockholders from the increased value of its holdings. That gave it distinction as it is the only Blue Sky Company in Kansas that has made this record. But the profits are still going big and the dividend checks are in continuous circulation. A 20% dividend was declared on May 13th, and 5% monthly thereafter.

The membership is composed of representative citizens of El Dorado, who have eliminated all speculative features and do not lose their heads at the first successful turnover and plunge into some other proposition on the basis that "it will cost us no more than our profit on the last to take a shot at this deal." They are conservative all the way thru and it must be a good rule for even their wells are following it. There have been no dry holes and no gushers. (Oil men please take note.)

The President, Dr. F. E. Dillenbeck, has invested his own property as well as his time and energy toward the success of the venture and D. J. Fair will place your money in an oil well for you and get enough out so that you can pay him for the lumber in your new home. The Secretary, Mr. J. G. Shelden, came out here before the railroads knew Kansas belonged on their itinerary but they soon built the M. O. P. out to him and since then he has made money for both it and himself. Lee Scott as Treasurer is a self-made man and could boast about it but doesn't bother to do so. He struggled up thru various difficulties to County Surveyor and went to New Mexico as a civil engineer where for three years he worked among the mountains. He now has a one-half interest in the Scott-Embree Grocery business as well as numerous oil holdings. For a trade-mark this firm could use the Roek of Gibralter.

THE LIBERTY "PETROL"



Courtesy The Wichita Eagle and Mr. B. F. Hammond

The American Tank Company

306 El Dorado National Bank Bldg.

If the government continues to list the oil industry as a necessity, The American Tank Company will never be classed as a luxury and its officers and employees will be in the actual service of Win-the-War America. For the real production of petroleum could not go very far without the oil and water tanks manufactured by this company.

Incorporated in June, 1917, for \$100,000.00, they now have factory shops at Augusta, El Dorado, Reece, Douglass in Kansas; and Cushing, Dillworth, Blackwell, Cleveland, Drumright, Quay, Hominy, Billings, and Yale in Oklahoma, with offices at El Dorado, Kansas, and Cushing, Oklahoma.

The presiding officers' list is as familiar to the oil trade as the society column to the "nouveau riche." If you don't know them you are not "one of those present." Glance them over: Howard Hannah, President; J. V. Sheltz, Vice-President; S. E. Johnson, Vice-President; Jay P. Walker, Secretary; J. R. Gruver, Treasurer; H. E. Burns, Auditor.

The fact that the trade territory of the American Tank Co. extends over the entire Mid-Continent Field may explain how their average month's business comes to be \$40,000. And, at that, Mr. Requa holds no terror for them because they know that every dollar earned and every ounce of energy expended in this undertaking is one more step toward victory in the Big Fight.

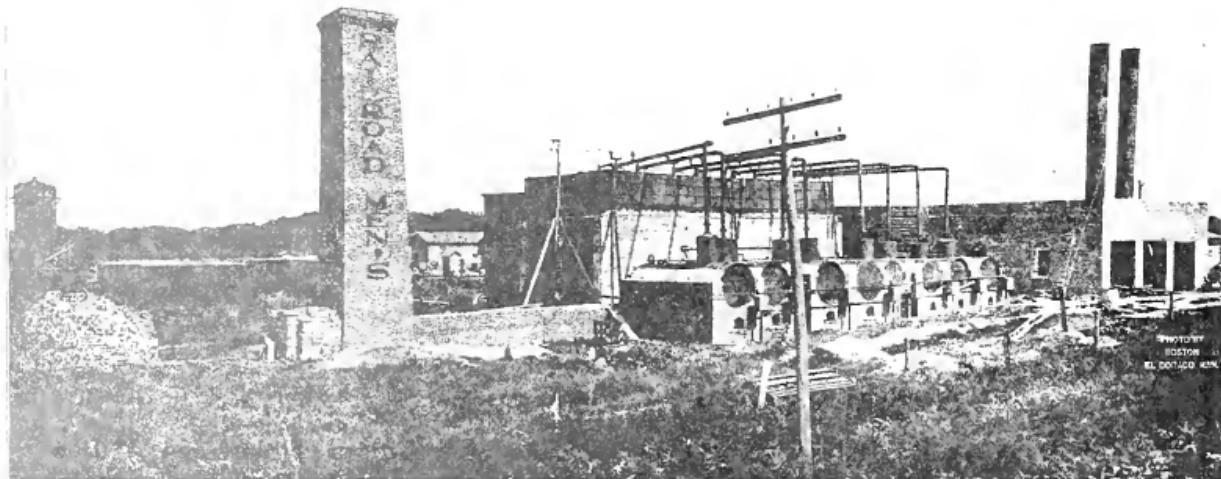
R. H. ROSS, AGENT FOR OIL FIELD SUPPLIES

Although Mr. R. H. Ross has numerous blocks of leases in Butler and Wilson Counties, Kansas, and Tulsa County, Oklahoma, they are not on the market. He is holding them until the time when his oil interests will consist of something more than furnishing oil well supplies and all sorts of refinery equipment to those already engaged in actual operation.

The Railroad Men's Refining Co.

El Dorado

There are many advantages to investing your money among your own people, and, if you are a present or an ex-railroad man, you will think you are attending a meeting of the Brotherhood when you associate with the officers and stockholders of the above or-



ganization. It was created in your interests. For their policy is to assemble the men of your profession in a mutual company for the purpose of refining crude oil, and then to confer the profits upon the fellows whose money made it possible.

When you know the President, Mr. E. H. Johnson, contributes both railroad and refining experience, you will see why he was given that office. The Northwest construction engineers still speak of his big work with the C. P. R. and his work among the refineries is still more widely known. Just in order to keep the balance, Mr. D. A. Goodwin, a veteran of the M. O. P. with 32 years to his credit, was made Secretary and Treasurer, and T. H. Bushman was placed at the helm with title of Superintendent. This man has specialized throughout his entire life in oil refining, beginning in Pennsylvania as soon as the refineries found a job to fit a boy of his age—and is now considered the most experienced man in that line in Kansas. Chas. W. Steiger is a Director and Attorney. You can already find a few reasons why you should combine your oil interests with this corporation but the accompanying cut of the property may justify your judgment to some doubting Thomas. It is located three miles north of El Dorado and their products are sold in advance to Chicago jobbers who distribute them thruout the Middle West.

The El Dorado Oil Investment Co.

Incorporated in December 1917, for \$30,000, The El Dorado Oil Investment Company already have a number of "scoops" to their credit. From their office over 208 $\frac{1}{2}$ W. Central, they control 1300 acres in Butler County and 4300 in Wilson and Montgomery.

Consider for a moment the personnel of this company and you will agree that, at least, the officers must have had the courage of their convictions for every item in their foundation is an El Dorado product—both money and individuals. Mr. Orville Holford is president, Mr. R. C. Hunting vice-president and Mr. R. A. Thompson, former cashier for the Santa Fe, and at present interested in the book, stationery and publishing business, holds the office of secretary and treasurer. Chas. W. Steiger is director and attorney.

Beside the company's valuable holdings in Kansas oil properties, they have big lead mining interests near Joplin. Somehow it just looks like The El Dorado Oil Investment Company is here to stay and that their principle is to deal only in propositions good enough to be financed and operated by personal friends.



MR. FRED STANLEY



MR. WILL STANLEY



MR. CLAUDE STANLEY

The Stanley Brothers

By Harry Van Ness

The oil industry has been a God's blessing to a lot of people but more persons in Kansas have benefited from it as a result of the Stanley Brothers' participation in it than otherwise would have been the case. The Stanley Brothers, of Wichita.—Judge Claude C., Fred B. and W. H., have made an almost unparalleled success of the oil game and while they were piling up big fortunes for themselves, they did not forget to make their friends rich. There are a score of nice private fortunes in Wichita today which are golden testimonials of that fact. And the Stanley Brothers did not do this at the expense of other individuals.

The career of the Stanley Brothers is unique in the history of the oil game in the Mid-Continent field. While other men were making money at the expense of investors by buying royalties, "ground flooring" them at double the amount they paid for them and then syndicating them at double that amount, the Stanley Brothers bought the most valuable royalties in the Butler County field at low prices and let their friends in on them at the same figure that they themselves got in, without even charging a commission. As production increased on these royalties, the advance in the value of the shares developed handsome profits,—in the case of one royalty as much as four thousand per cent profit.

The result is that a number of Wichitans who were in circumstances demanding economies, have been placed by the Stanleys in a position where they can enjoy comfort and luxuries the remainder of their lives.

The writer does not intend to convey the impression that the Stanley Brothers are in business for their health or for the sole purpose of effecting philanthropies. They started in the oil game after the opening of the Butler County field to make money for themselves but blood, the habits of a life time, and a long line of religious ancestry will tell. The Stanleys come from good old Quaker stock and the spirit of the Golden Rule is bred and born in them.

~~There is~~ ~~an~~ old timer in the game,—not barring the veterans who have been in from the start to the finish of the older fields,—who knows any more about the Butler County field than does Judge Claude Stanley. He started in to master the game and by living day and night in the fields, making friends of the tool dressers, drillers and anybody and everybody who could give him practical information, he has become one of the most thorough oil men in the United States. Inclined by nature and accustomed all his life to reaping great pleasure by being able to render service to others, when he saw the wonderful possibilities of the game, one of Judge Stanley's first desires was that others should share when he should get good fortune "cornered."

When the Stanley Brothers purchased half of the Shumway royalty, which lease has produced more than five million barrels of oil in less than a year, for the insignificant sum of \$60,000, they could have made half a million dollars for themselves by syndicating it. Instead they let their friends in and everyone of the latter have reaped a fortune. They did likewise with the Stanley-Fulkerson Royalty No. 1, Stanley-Linn Royalty No. 2, Stanley-Holcomb Royalty No. 3, Stanley-Sargent Royalty No. 5, Stanley-Abraham Royalty No. 6 and Stanley-Ralston Royalty No. 7. All of these are in Butler County and are big dividend payers.

Before the Stanley Brothers became famous in the oil game, Claude and Fred had already made an enviable reputation as lawyers of ability. Their activities in oil have not prevented them from keeping up their professional practice,—in fact, it has given them a prominent place among the attorneys specializing in oil law. They are attorneys for the Sinclair Oil Company, the Carter Oil Company, the Union Oil Company, and for a number of big oil men and smaller companies. They figure as attorneys in some of the biggest oil litigation in the Mid-Continent. Fred Stanley is the republican national committeeman from Kansas and is vice-president and general counsel for The Kansas Casualty and Surety Company. W. H. Stanley was one of the original stockholders in the famous Transshooters Oil & Gas Company which brought in the first gusher in Butler County.

The Petroleum Journal



MR. HARRY VAN NESS
Editor and Manager
of the
Petroleum Journal

An institution which Wichita secured because an oil field sprung up within seventeen miles of the City is The Petroleum Journal, a weekly oil magazine. Harry Van Ness, editor and manager of The Petroleum Journal, was among the first to realize the need of a publication specializing on the great oil fields of Kansas. He had sufficient confidence in the future of the Butler County field to found the publication.

Under the management of Mr. Van Ness, The Petroleum Journal has progressed until it is recognized among the oil men of the United States as a substantial, high-class, clean oil magazine. In recognition of the influence which The Petroleum Journal has exerted in attracting oil men, oil industries and capital to Wichita and the Butler County field, the Wichita Board of Commerce has made it the official organ of that organization.

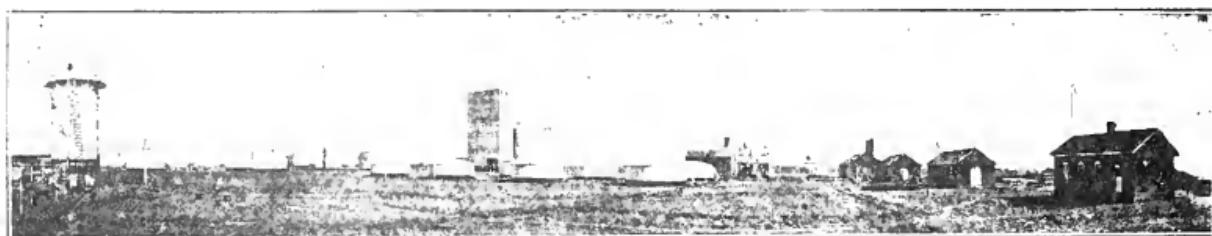
Mr. Van Ness started the Petroleum Journal with the determination to publish only accurate and reliable oil news and to avoid exploitation of dishonest projects. His slogan was "Dependable Oil News," and he has maintained that policy.

Members of the staff of The Petroleum Journal associated with Mr. Van Ness are Robert H. Timmons, president; Col. Tom Fry, associate editor; Kent Eubank, field editor; P. L. Hammond, assistant manager; G. Wildey Lloyd of Tulsa, special writer; J. A. Jenkins, advertising manager.

The Wichita Independent Consolidated Refining Company

Here is an organization that you are going to hear a great deal about. Its reports form the basis of an article such as reporters like to write up—lots of real facts that require no imaginative flourishes, and make good copy without camouflage.

In the first place, their capitalization goes down to the \$25,000,000 depth and, as a foundation, should indicate that they intend to build up a big business. The site for their refining activities consists of a fifty-four acre tract in North Wichita and, as equipment, they own seventy-five miles of pipe line; 143 tank cars, and eight distributing stations. Their charter of April 1, 1917 grants them producing, refining and transporting rights and.



availing themselves of the first privilege, they have a 200-barrel-a-day production from their own lease—on the Millheiser. This does not begin to supply their operations as refiners, so they buy 2,000 barrels a day extra in order to fulfill their 100% capacity in releasing petroleum products for the world's need and that the cause of the Allies shall not suffer from a shortage in any commodity that an American refinery is able to produce.

The fact that Mr. J. A. Corbett, an efficient capitalist and financier, is President, with F. A. Beach, Vice-President, and C. L. Henderson, Secretary, as able reinforcements, may go a long way toward explaining why the products of The Wichita Independent Consolidated Refining Co. are in demand as far east as the Atlantic seaboard, as far north as Winnipeg, as far west as Colorado, and southwest to New Mexico.

Mr. Bruce Arbogast

It requires moral courage to disprove the old adage—"Once a newspaper man, always a newspaper man", but Bruce Arbogast has cast aside the yoke and has chosen the fragrance of the oil field in preference to that of printer's ink.

As a broker in oil leases and production, he has established himself in Suite 501-2-3 Fourth National Bank Building and, from that central hub, emanate his activities in production, pipe line operations, refining and jobbing interests.

His immediate success in this new sphere and the ever-increasing list of pleased patrons bear vivid witness to the wisdom of his choice.

The Petroleum Royalty Company

Royalty is getting to be more unpopular every day in Europe and more popular every day in Kansas. The Petroleum Royalty Company is one of the most popular royalty companies in the state. In fact it is so popular with the lucky incorporators, that they won't let anyone else in on it. The company is a closed corporation, capitalized for \$35,000, and was organized in 1917. They own the royalty from one of Butler County's best leases; N. W. 1/4, 13-26-4, have 2000 barrel per day production and expect to begin to split the profits at an early date. J. A. Linn, a well known business man of Halstead, Kansas, is president; A. H. Hill is vice-president, and A. M. Griffith, secretary and treasurer. The company's office is 501 Schweiter Building.

The Prairie State Oil Company

In presenting to you The Prairie State Oil Company, we have no intention of keeping strictly to the subject of oil and its derivatives. Not that the history of its activities would not make good reading but the officers of this flourishing organization are too versatile with many big interests to confine ourselves to their oil operations alone. For instance, there is that well known herd of registered Shorthorn cattle which has made Park E. Salter famous. We should like to edit an interview we had recently with the president of this company and title it "A Bit of Park E. Salter's Optimism."

His theory is that the real currency of the world at present is food, and the country, state or individual who deals in the new coinage is destined to play an active part in restocking the world's larder. Mr. Salter's registered cattle is an established factor now and was obtained and assembled with the utmost care and a great deal of difficulty. In the first place, much of the stock he has bought recently would not have been on the market at any price under normal conditions. But just now in Scotland and England they are actually killing off many heads of second rate cattle and horses—just because of the food question. And it is an almost unsolvable problem to care for those that are left. One of Mr. Salter's shipments was held up in port for some reason and the hay they consumed during ten days' delay cost \$10.00 a bale. Only choice seed stock has been spared and America has procured most of that.

Then there is Mr. Salter's 800-acre farm 20 miles southeast of Wichita, and it is a veritable experiment station for the most scientific methods of farming. He says that Kansas land is capable of producing five times as much as it has and he is bending every effort to show how the yield can be increased. And right here is the clincher. The Liberty Bond money cannot be thrown away. It will be spent for food wherever that commodity is available, and with this year's wheat crop as a gauge and the steady growth of the stock industry in this country, it looks as tho Kansas is now entering upon the most prosperous ten years of her history. And, so far, we haven't even mentioned her new resource as a factor for wealth.

That's getting pretty far off the subject for an oil reporter but isn't it worth while to

consider America's future from that view-point? Now, as to the subject of oil wells. The Prairie State Oil Company was incorporated for two million dollars in October, 1917, with 8200 acres, one-half of which is in Butler County; some is in Cowley and has mighty good outlook; and there are 2600 acres in the shallow fields of Eastern Kansas. The directorate consists of Park E. Salter, who wrote the first oil and gas lease ever written west of the Walnut River. We refer to the one obtained by The Freed Oil & Gas Company; John Madden, Jr., of School House Lot fame, is Vice-President; Harry J. White, secretary of Union Central Life Insurance Co., is Secretary, and Mr. A. N. Brown, a prominent Wichita banker, is Treasurer. Some of the directors are: Mr. E. A. Hines, a successful independent operator of Alva, Oklahoma; Cecil Newby, President of the First National Bank of Englewood; W. E. Dixon of the Home Furnishing Company, and J. M. Hanes of the Union Central Life Insurance Company, and T. V. McClugage, successful attorney, native son, and graduate of Art. Arbor.



You have already heard a lot about the accomplishments of this group of men but we would just like to go on record as predicting that the results of their Prairie State Oil operations will place them still more firmly in the limelight and their office at 616 Fourth National Bank Building is going to develop into a new "who's who" club room for the oil public of Kansas.

John Ferriter



MR. JOHN FERRITER, (Courtesy of the Beacon)

Everyone in Wichita knows who John Ferriter is, and that his success in the Real Estate business has been phenomenal, but not all have learned that Mr. Ferriter is also in the oil game. He is, and now wonders how he could have figured his Real Sstate business complete before he began to buy and sell oil leases. The oil game is indeed interesting as well as profitable, says Mr. Ferriter, and although we cannot accuse him of ever heing in a poker game he is sure that it's on the same order, only a much bigger game and a better chance to win and the spots of oil are bigger than the spots on the cards.

His chief oil venture is The Robbins Oil Company, organized to find out what is under the surface six miles south of Wichita. They almost had the answer in their Number One well when they found eight feet of good oil sand at 2580 feet. Then the collapse of the casing erased all bets and caused them to start again. The officers of the company are: Henry Robbins, president; Charley Noll, secretary and treasurer; with John Ferriter, J. M. McClellan and O. A. Rorabaugh directors. Mr. Ferriter has been established here since 1895, has leases in Butler, Sedgwick and Wilson Counties and an office at 331 East Douglas, in the American State Bank Building.

The El Dorado-Linn Oil & Gas Company

The accented feature in favor of the above company is its happy choice of officials. In each case, it would seem that the executive had been chosen because of his peculiar capacity to fill the office. For instance, they have selected a practical driller with a score of years of actual operating experience as their president. He is Mr. J. M. Ash of Parker, Kansas. Then there is C. W. Harvey, the secretary, for forty-five years a resident of Butler County and the former secretary of the El Dorado Chamber of Commerce. J. Oscar Evertson, previously county treasurer, is the vice-president of the organization and Ralph Tolle, the treasurer, is cashier of The Farmers and Merchants' National Bank.

The El Dorado-Linn Oil & Gas Company was incorporated for \$50,000 in October, 1917 and bases its operations upon its large single tract of 1160 acres in Linn County. With star rigs, it has gone into the shallow sand to a depth of from 570 to 610 feet and brought back several producers with an average of twenty barrels each. They have a stock of 1,000 barrels on the ground now and are negotiating with a refinery to contract for all their production. Recently, the organization was offered 300 per cent profit on their property and turned it down. Of course, that doesn't mean that an individual cannot dispose of his own shares, but that it was merely the decision of the board of directors that it was not to the interests of the stockholders to sell at this time.

When interviewed at the company's office, No. 5 Eris Theatre Bldg., the secretary, Mr. C. W. Harvey, expressed the sincerest optimism regarding the corporation's outlook and none of his stock in the venture is on the market. That signifies enough to those who know Mr. Harvey's ability to judge a good lease, and his knowledge of the oil acreage in Kansas.

Gallagher & Gilfillan

If you buy much stuff in the oil line, by this time you've bought something with the "Gallagher Guarantee" on it and it's been right. If it wasn't it was made right, wasn't it? That's the way Jim Gallagher does business. Gallagher & Gilfillan is the firm name and its offices are 511 Fourth National Bank Building.

Just to show you to what lengths they will go to give real service, there is that incident of filling Mr. F. A. Halliday's order on the C. R. Murray lease at Isabell, Kansas. That gentleman dropped in the office at 7:40 Sunday night and placed his order for a supply of 3 1/2-in. casing provided it could be delivered at the lease, 75 miles away, the next day. So Gallagher & Gilfillan forces with the aid of a spotlight after dark, loaded a series of trucks and started out with a procession down Douglas Avenue at two o'clock Monday morning and arrived at their destination before six o'clock Monday night.



They will sell you a good lease, fix you up with cable and tools to drill your well, furnish you casing, tubing and a boiler and engine and sell your production. If you need anything you haven't got, Jim Gallagher will get it for you and won't gouge you, either. And every thing goes with the "Gallagher Guarantee." That's the reason Gallagher & Gilfillan are brokers that aren't broke.

The A-1 Oil & Gas Company

The A-1 Oil & Gas Company started drilling in territory so wild that they used to hire guards to keep the coyotes out. Now the derricks on their big acreage south and east of Augusta make the sky line look like a comb, and old timers at Atlanta think the lights from the drilling rigs at night are the outskirts of Wichita. This Company started in at \$100,000, increased their capital to \$200,000 and one of the stockholders who said he would not shave till the stock went to ten times par, has already lathered his face and will need a new Gillett before many months. But seriously, the A-1 Company is no longer a comer. It has arrived as one of the big independent producers of the field. It has an immense block of acreage in Southern Butler County, and it all looks good. Every well the company has drilled is a producer and a good one. The company is in sound financial condition and will soon be a dividend payer. E. E. Cressler is President, and J. W. Blood Secretary. Its offices are at 415 Beacon Building.

The Sunshine Drilling Company

EI Dorado, Kansas

A nomenclature like the above is most apt for a drilling company that can accomplish what this organization has done in actual operation. One of the spectacular items was their record of drilling four wells in the Shaffer Pool to an average depth of 2500 feet and completing each well in twenty-two days. Most oil activities would be sunshiny —under those conditions.

On November 27, 1917, Mr. W. L. Brandon, as president, together with Fred and J. M. Mollendick, as associates, organized this closed corporation and immediately spudded in for drilling contracts and actual operation. The president contributed a score of years of actual operation in the oil fields of West Virginia, Illinois, Ohio, Indiana, Oklahoma, and Kansas and his co-operators have added their sixteen years' experience as drillers and tool dressers.

Mr. C. C. Whitaker

Independent Operator



MR. C. C. WHITAKER

So many of Mr. Whittaker's ventures have been of service to the other operators, that we hope his big deal, now pending, for drilling in seven or eight wildcat wells on deep well-defined structure, will come in and figure only upon his own income tax. The results of his efforts have been significant, however, in defining the field, and the early survey he made in his capacity as a trained geologist and engineer, with the degrees of B. A. and M. A. from Olivet College, Michigan, is still thought by many to be the real authority.

When interviewed in his office at 605 Schweiter Building, "C. C.," as his friends all know him, made the statement that he was, at this time, preparing to carry on with deep drilling in the El Dorado field and in the shallow fields of Eastern Kansas. He has opened one small field in Wilson County and, at the time the boom first struck here, had 25,000 acres leased in Elk County. Mr. Whittaker has been completely submerged several times with the dust from what he thought were sure to be oilers. However, he has some production and, in his own terms, has had "a million dollars' worth of fun," and we think you will agree that such an attitude deserves the greater success that is surely in store for his tenacity and perseverance.

CHAS. A. LAMB

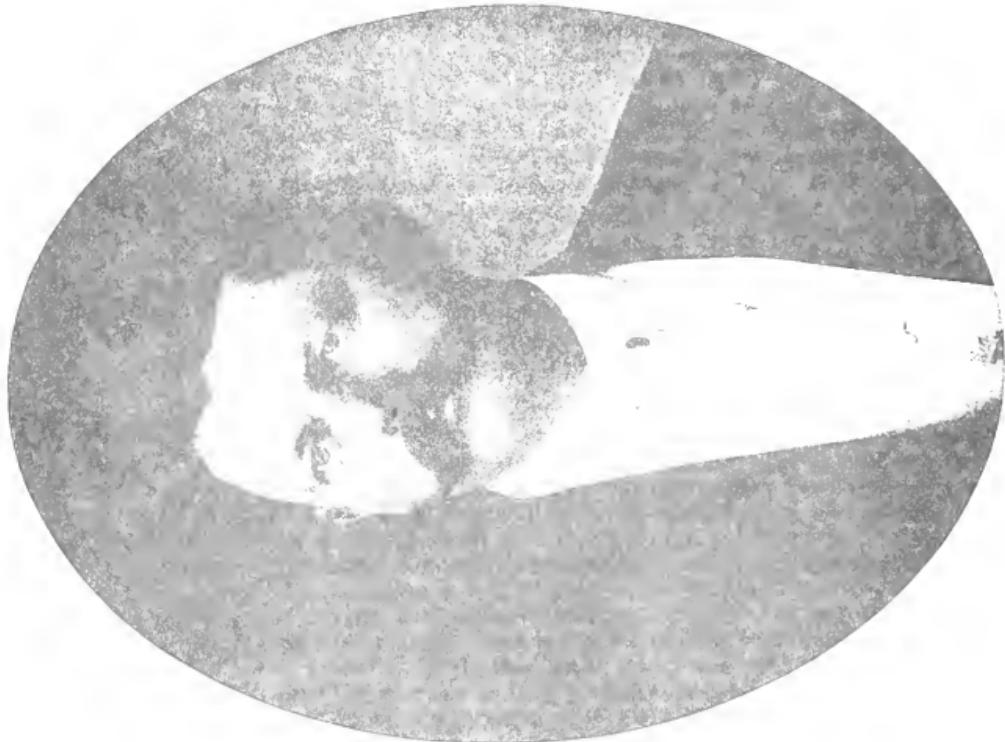
It must have been difficult for Mr. Chas. A. Lamb to translate his business interests from terms of yards and pounds in merchandise to barrels and tanks in oil but it was doubtless worth the effort, for Gage, Okla., has lost a successful merchant and the oil fields have gained an operator who has brought the average up several degrees. He has some mighty good holdings in the Sluss Pool, Greenwood and Wilson Counties with wells on most of them beside offset acreage in various localities.

From his office in 418 Fourth National Bank Building, Mr. Lamb will buy or sell your leases, handle production from either angle or tell you the funny little items that happen on the inside of the oil game. His sense of humor is keen enough to appreciate the joke—even when it is on himself, and that might be why, when he fell for a block of acreage separated from production by a dry hole, he drilled and brought in an oiler to the surprise of every one including the agent who sold it to him. Even Dame Fortune likes a Good Sport.

THE OIL BROKERAGE CO. OF KANSAS 209 El Dorado National Bank

There has been no farm product discovered to date that yields the profit of a lease crop. Perhaps that is why Mr. J. B. Clark gave up the former and, on September 2, 1917, established the Oil Brokerage Company of Kansas with his son and Mr. L. D. Benton as associates. Mr. Clark was born in Nemaha County and now can tell you anything you want to know about Kansas land—either way from the Jack-post. Mr. Clark, Jr. is also a native son and acts as scout for the firm because he knows nearly every farmer in the state.

Their co-worker, Mr. Benton, was for eleven years a prominent banker in Cassoday, Kansas and, until the fall of 1917, considered himself settled there for life. At that time he began dabbling in leases with the Clarks and was soon caught in the whirlpool of big deals and, already the firm has to its credit the J. M. Batman transaction upon which the Empire now has six producing wells. The consideration was \$135,000.00 and put this company in the limelight. They will buy or sell you a lease in any locality if it is at all desirable and price is right.



MR. U. G. CHARLES

THE KANSAS-OKLAHOMA-TEXAS OIL & GAS DEVELOPMENT COMPANY

The Kansas-Okahoma-Texas Oil & Gas Development Company has almost as much acreage as it has name. Down in Texas they control 13,440 acres in Terrell County and 11,657 acres in Tom Green and Irion Counties with a special tendency toward extremely large blocks of leases all in one piece. For instance, there is that immense block, 20,000 acres in Jefferson County,—and, Mr. Requa, that last zero is not a mistake. Their policy of doing big things on a big scale extends to their business management as well, for they cater only to corporations or individuals who can afford to buy and produce on the same lavish ratio.

Mr. U. G. Charles, whose picture appears opposite this page, is president and head of the company, and with his ability the future of the company is assured. Their head office is at 515 Beacon Bldg., Wichita, Kansas.

BARNES, HICKMAN & HICKMAN El Dorado, Kansas

Without the drillers, this publication would not have enough material to compose a pamphlet—not to mention an artistic souvenir edition of the Kansas Oil Industry. We haven't heard of any producing company getting very far without the co-operation of a driller pretty early in the program.

In April 1916, Barnes, Hickman & Hickman organized with the idea of specializing in drilling. They have an office in Suite No. 302-1 El Dorado National Bank Building and, in normal times, keep five strings of tools working. So far, most of their work has been in the north part of Butler and they have brought in very few dry holes, which may be accounted for by the fact that Mr. Barnes has had 35 years experience in this business and perhaps because Mr. Shaeffer of the Theta Company is interested in this concern and has a natural antipathy for failures.



MR. J. NYP . ACH

To be able to tell where the oil, which lies from 1500 to 3500 feet under ground, is to be found, seems almost impossible, but to those who make it their profession, it is but a mere process of making a geological survey.

The Universal Petroleum Geologists, of 202 Sedgwick Building, are men experienced in this work. J. A. Pynch, manager and geologist, and Hyrum Schneider, geologist, have been professors of Geology and graduates of Wisconsin and Chicago Universities. They do all kinds of mapping and investigate oil properties, and they work wherever petroleum exists. If you want to know whether your lease or property has oil underneath it, ask the Universal Petroleum Geologists. They have had ten years' experience and are dependable.

THE WARKICK-DYMOCK COMPANY

D. S. Warwick, Fred C. Dymock, C. E. R. Winthrop,—these three men until a short time ago were for many years actively engaged in the grain business. War conditions preventing the commission man from handling wheat in the Wichita market in 1917, they naturally turned their energies to the oil business as oil is the biggest proposition in and around Wichita today. They buy and sell leases and production and they do it on the same basis on which they used to run their grain business: a fair deal to everybody. This firm specializes in producing properties. Usually one of the members makes a personal inspection of properties they offer and their description will stand the acid test. There's where the advantage of dealing with a reliable firm comes in. And this one at 202 Sedgwick Building is reliable.

THE COMBINATION OIL & GAS COMPANY

The Combination Oil & Gas Company has its office at 123 South Main, its production in Woodson County, its other acreage in Butler, Elk, and Chautauqua Counties, its stock-holders all over the mid-west and its treasury full of money. How's that for a winning combination.

They bring in wells so fast in Woodson County that A. D. Jennings, Jr., president, and Edw. J. Groth, manager, are always fighting about how many wells the company actuall has. They're not putting out anything to the public nowadavs about their Butler County acreage, for fear that if Uncle Sam finds out how good 'it really is he'll take over the oil business. And The Combination doesn't need anyone to take it over although lots of people would like to.

THE KANSAS OIL FIELDS COMPANY

The Kansas Oil Fields Company is one of the new companies that the year has brought forth, and it's a safe bet that before the year is over the company will have to fix a place in its books for pipe line runs.

It has some dandy leases in Elk, Chautauqua and Woodson Counties. G. A. Byington and Edw. J. Groth know how to handle the shallow stuff as their management of The Combination Oil & Gas Company shows. This new company has its office at 123 South Main Street.

THE SUTTON DRILLING COMPANY

Drilling oil wells is the one thing that keeps a company busy, that happens to be in that business. The Sutton Drilling Company happens to be, and the greatest trouble they seem to have is that they are unable to fill aall the contracts that come their way. There are just too many of them and this is true with nearly every drilling company in the fields today.

The Sutton Drilling Company is located at 422 Hoyt Building and has been at work in the Butler, Greenwood and Wilson County fields for the past year. The members of this company came to Wichita from Bartlesville, Oklahoma, and are experienced drillers.



The Home of Mr. M. Q. Chase, Prominent Oil Man of Wichita

Mr. H. D. Molloban

Few professions beside the oil business help in any way to fit a man to become an oil magnate. But, if there is one more than another, it is that of a cattleman in the open prairies where he can really get to know the business from the hoof.

So the mere fact that Mr. H. D. Molloban, now a statesman for oil fields and production, was formerly a cattle dealer, may in a measure explain his almost unique judgment of producing land in Butler and Wood, son Counties.

His office in Room 217 Hoyt Building, is the center of a network of territory in Missouri, Kansas, Iowa and Minnesota and is not far from the men who have really accomplished something for the industry in the state.

— * — * —

The Big Walnut Oil & Gas Company

This resumé of the Kansas Oil Industry would be far from complete without a brief mention of The Big Walnut Oil & Gas Company, and it is with a grain of satisfaction that we admit the really substantial accomplishments of this organization under the leadership of Mr. T. C. Johnson, president, and J. B. Gaffey, vice-president.

Incorporated in June, 1916, under the severe laws of Kansas, they now control valuable holdings in the S. E. 19-28-4 and have oil and gas production of 100 barrels a day. Some large operations now under consideration will doubtless place this company still nearer the top of the list of real producers, and we believe that you will be greatly deal more about them in the very near future.

LEATHERMAN, MENEFEE & DUVALL

When J. J. Leatherman, A. C. Menefee and J. S. Duvall made their "positively farewell tour" last fall, they assembled a long list of "don'ts" together with a vast amount of advice from old trade-friends out on the "Territory." It is a far cry from the life of a "Gaddder" as our B. L. T. calls the Knights of the Grip, to that of oil and gas magnates, but these partners must have had business pretty well lined up before entering the field or the good wishes of their old boosters must have sprung from fourteen-carat sincerity. For the fact remains that ever since the opening of their office at 605 Caldwell-Murdock Building, in January 1918, their deals in the Kansas oil fields have been most successful, and have reassured both friends and investors that their prosperity is certain.

CHAS. A. DOUD

A Specialist in Greenwood County Oil Investments

Somehow, it always sounds so much more convincing when a business man classifies himself as a specialist in some locality. You just know that, in order to be a permanent fixture, he has to base his patronage upon sound business ethics and cannot afford to resort to the tactics of the transient.

So, when Mr. Chas. A. Doud resigned as Superintendent of the International Correspondence School to take up oil investments in 1916, he drew an imaginary circle around himself and its circumference did not reach outside of Greenwood County. He reminds us of the fellow who said "That's my story and I'll stick to it" because he has never wavered in his decision, and we venture to say that there isn't a man in Greenwood who is better informed as to acreage and production in that county.

Mr. Doud is a firm believer in cooperation and has been actively associated with various organizations since receiving his degree at Central College, Sedalia, Mo. He was a big factor in the morale of this publication. The whole-hearted response with which he greeted the publisher's request for cooperation was inspiring and their aim has been to make it worthy of his interest as expressed in the following statement: "I believe your Directory of Kansas Oil Men is a step in the right direction in getting the oil fraternity closer together and if I can assist you in any way, will be glad to do so."

JAMES M. FAST

James M. Fast, who has his office at 405 Winne Building, has dealt in oil leases a great many years and has probably the widest territory of any one man handling oil leases. Kansas, Oklahoma, Wyoming and Colorado all go to make up the territory in which he buys and sells leases.

Men as well as women do not care to have their age exposed, but we will have to go as far as to say this, that with thirty-two years experience in this business, Mr. Fast's knowledge of good leases is far superior to that of the average person, and having made this his principal business, he has made a study of all his territory. In 1886 he started as roustabout for Rockefeller's interests in Ohio, and was general manager for different companies, therefore when he tells you what you are getting you can bet he knows what he's talking about.

THE KANSAS FUEL SUPPLY CO.

Coffeyville, Kan.

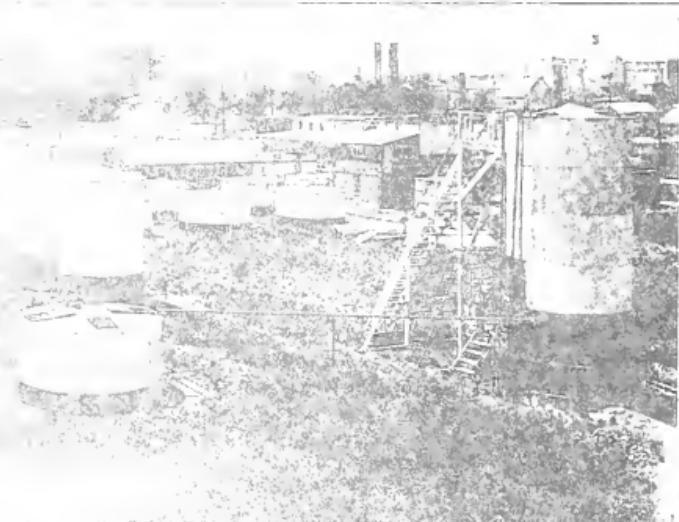
Here is a firm with no mushroom indications. They were incorporated under the stringent laws of Kansas in 1915 for the purpose of putting into further practice what twenty years in the oil business had taught them. They chose Chautauqua and Montgomery Counties for the scenes of their activities and, with M. B. Shufflin as President and R. K. Long as General Manager, we predict that their oil and gas production will soon equal their mining accomplishments.

W. W. OREBAUGH

W. W. Orebaugh, 313 Beacon Building, has had considerable experience in the oil business and because of his expert knowledge of the business he has been very successful in his dealings for himself and for the other fellow concerned.

He buys and sells oil leases and makes a specialty of high grade royalties and is also interested in lead and zinc mining and real estate, with territory covering Kansas and Oklahoma.

Mr. Orebaugh was formerly in the fire insurance business as state agent and adjuster, and was graduated from the Iowa State University Law School. He likes the oil business and has done much toward the development of the Kansas and Oklahoma fields.



The Western Refining Company has its office at 501 Sedgwick Building and its refinery is located on the south side of the younger refining companies of Wichita. The refinery is a modern one, built on a large scale, and is doing good business. The refinery is owned by the Western Refining Company.

The refinery is managed by a man whose name is S. P. Wallingford, who is general manager of the refinery. The "go-crash-quick" Wallingford they read so much about in the papers has helped The Western Refining Company to get a good start in the market, and it is a growing concern that it is.

THE IROQUOIS OIL & GAS COMPANY

The Iroquois Oil & Gas Company, 402-3 Fourth National Bank Bldg., has been established since the 30th of September, 1916. The company owns acreage in Butler, Cowley, Chautauqua, Greenwood, Sedgwick and Ottawa Counties, Kansas.

The Iroquois and Deering J. Marshall have arranged to drill a well jointly in the Northeast corner of the south half of the Northwest Quarter of Section 29, Township 26, Range 9, Greenwood County, and are at this time moving in material and rigging up.

H. A. (Dick) Richards, President and Manager of The Iroquois, says this is sure to be a producer, as they have already drilled their share of dry holes, and besides have owned offset acreage to a number of dry ones drilled by other companies.

Dick, the Optimist, careful business deals and efficient management have perhaps been the principal factors in holding this company together, as most other local stock companies after drilling one or two dry holes have given up the ghost.

The Iroquois has put forth an unusual amount of effort and deserves success.

WM. H. HARNEY

Suite No. 8, Eris Theatre Building, El Dorado, Kansas

Very few men who were fortunate enough to get into the Kansas Oil Industry at its earliest stages gave any thought to the welfare of the project itself or invested any effort except what would directly enrich their individual interests. Not so with Wm. H. Harney of El Dorado, a former successful specialist in lands and titles, who for ten years has procured and managed leases, royalties, and production in Butler, Chase, Greenwood, Wilson, and Woodson Counties, but who has taken time and thought from his own activities to draw up a very valuable map of structure and surface indications of the oil fields and has given out same for free publication. His only reward is that it has been proven correct so far.

THE GREAT PLAINS PETROLEUM COMPANY

The Oil Industry has nearly as many facets as a finely cut diamond and each one requires just about as much brilliancy. Therefore, in the assembling of officers for an oil and gas company, it is advantageous to have specialists in several other lines as well as men experienced in leases, royalties, and actual production.

When The Great Plains Petroleum Company was incorporated, in November, 1917, for \$5,000,000.00, it selected as its executive board the following:

Mr. Walter Hennig, President, who was born in the shadow of the derricks in the Bradford Field of Pennsylvania, and has a lifetime's experience in oil to his credit. Not only is he a practical petroleum producer, but he has built and managed various refineries during his active oil career. As the organizer and president of The Manufacturers Oil & Gas Company, he is one of the pioneers of the Augusta Field. He has since assembled a large group of holdings under the heading of this article. The large acreage of The Great Plains Petroleum Company, well selected in some of the best fields of the country, together with the efficient management of Mr. Hennig and his associates, place this organization automatically among the big factors in the oil world.

Mr. A. L. Derby, First Vice-President, is already famous from his spectacular successes in the Kansas and Oklahoma Fields, and needs no introduction to the Mid-Continent readers. He is one of the high lights in the history of the Butler County developments.

The Second Vice-President is Mr. Charles D. Darrigrand, who specializes in big industrial achievements and has, among other items, the credit for twenty years management of the Jacob Dold Packing Company's interests in Wichita—a service which culminated in making this branch one of the most important packing units of the West. He resigned this office to become general manager of the Mid-Continent Tire Mfg. Co.

Mr. R. S. Meeker, the Treasurer, has been identified with the oil industry for many years and was associated with Mr. Hennig in the Manufacturers' Oil & Gas Co. They acquired a franchise from the City of Wichita to furnish ten-cent gas for manufacturing purposes, and while building the pipe line for it, brought in oil on the company's holdings north of Augusta, and sold their interests for more than a million dollars. Later, Mr.

Meeker was associated with The Whitewater Oil & Gas Company, which was absorbed by The Great Plains Petroleum Company.

Mr. A. S. Buzzi, former city attorney for the city of Wichita at the time when the Commission form of government was adopted, is Secretary of the company. We can add nothing to his eminence in the practice of law. That record speaks for itself and is its own best press agent. But there will be some who do not know that he was also secretary of The Manufacturers Oil & Gas Company, and is still secretary of the Central States Fire Insurance Company of Wichita.

Mr. Buzzi's assistant, Mr. J. R. Atchison, is an expert accountant, having served as business manager for The Wichita Beacon and as credit man for The Standard Oil Company. These qualifications mean something in a sphere where a zero or so could cause a panic.

Mr. C. M. Weekley, director, has been associated with the largest oil operators of the Appalachian Fields of West Virginia, and in Illinois, but for the last seven years has been associated with Mr. Hennig in the producing, transportation, and refining business in the central west states.

The Kansas operations of The Great Plains Petroleum Company have been in Butler and Wilson Counties where production was secured in a number of wells in the Sluss and Smock Pools, also in the shallow fields in Wilson County. The company holds other valuable acreage in Kansas, Oklahoma, Nebraska, Texas, Kentucky and Louisiana on which development work is being done, notably in the new Caddo field of Louisiana, known as the Pine Island extension of the old Caddo Pool, where they have upwards of 1000 barrels daily production. They have opened up a new section of Jack County, Texas, northeast of Ranger, where a large block of acreage is held.

This company is already a large factor in the petroleum industry and with their splendid holdings and their slogan "Drill where the oil is and then get all we can," coupled with the efficient management, you will doubtless come to the same conclusion as we have, that the corporation is booked for a most brilliant future.

THE GOLDEN RULE REFINING COMPANY



It is one thing to bet money that there is oil in a certain spot and another thing to wait until the wager is won and then buy the product from the winner. There is no doubt as to which is the safer investment, and The Golden Rule Oil Company after carefully estimating the ratio of chances, chose the latter. And it doesn't require much more than a glance at the reports of their twenty tank stations for selling gasoline, kerosene, and Lubricating oils thruout southwestern Kansas, to prove that they, at least, were justified in their choice.

Incorporated in 1917, with Elbert S. Rule as President, A. R. Trotter Vice-President, and C. P. Hale Secretary-Treasurer, they now maintain an office in Suite 1017 Beacon Building and a warehouse at 219 W. First St. They are wholesale distributors for Gargoyle Mobiloils "A", "B", "E" and Arctic, and deal strictly independently in Wholesale Petroleum Products, Blue Ribbon Gasoline and Kerosene, as well as Groco Brands Lubricating Oils and Greases. From this local office they govern their trade territory in south central and southwestern Kansas and northern Oklahoma.

The Golden Rule Refining Company must have some "golden rule." Anyway, the refinery in North Wichita with its thousand-barrels-a-day capacity is a veritable gold mine and, with the "Missouri Pacific" Hale (Mr. C. P.) looking after the office end, it is a safe bet that the "do unto others" policy will be maintained. Energy, ability, honesty, and oil—a combination like that will beat the Klondike.

The Page-Lewis Oil Company

El Dorado, Kansas

If these pages were to be read by oil specialists alone, our brief resumé of The Page-Lewis Oil Co. would be superfluous. But there will doubtless be those among the readers who invest in oil only at the service station and then, by the gallon. Therefore, when their ambitions begin to soar they will want someone to tell them in plain, everyday language about a few of the more reliable firms.

In this connection, we "present for your approval" The Page-Lewis organization, incorporated under the laws of Delaware on September 29, 1917 with the following officers: W. R. Page of Olean, New York, President; Will Dusenberry of the First National Bank of Olean, Vice-President; Wm. A. Marcy of Buffalo, New York, Secretary, and B. D. Nobles of Olean, Treasurer.

Their Kansas branch is in charge of Mr. H. E. Webb, a director in the company with an office in the Caldwell-Murdock Bldg., Wichita. This department deals in leases, royalties and production in the Butler County fields and controls the Dr. Koobler lands. Recently, The Magnolia Company bought out a half interest in this but the remaining portion is not on the market. They do not consider offers on it and the fact that Mr. Page has a life-time's experience in oil to his credit makes us think that he expects something unusual from this acreage. At any rate the Magnolia Company seem pleased over the deal.

THE EVANS-THWING REFINING COMPANY

Wichita, Kansas

It really isn't only crude that a responsible refinery purifies. There are so many side lines connected with the oil game that, were it not for a few elements of actual industry like The Evans-Thwing Refining Co., and some others, it would have the three-shell trick backed off the map. Organizations of this sort raise the standard and place the oil business on a level where a reliable firm or responsible individual can consider it.

One million dollars in money and forty-four acres in land were appropriated and set aside for the use of The Evans-Thwing organization in the organization and establishment of their now famous refinery in North Wichita. They are equipped to handle 3000 barrels daily at the present time, and are increasing that capacity continually as is evidenced by their program to have 300 tank cars in constant use by this fall. Their pipe lines, pumping plants, and tanks near Towanda, El Dorado, and Gilliland, as well as gathering systems at various points in the fields is simply further proof of their stability and confidence in the Kansas oil industry.

In March 1917, the following officers took executive charge, and have since brought the project to its present eminence: Mr. H. M. Evans, President; Mr. H. F. Thwing, Vice-President and Treasurer; Mr. Ed D. Ellison, Secretary; Mr. I. E. Ellis, General Manager, and Mr. A. W. Epley Superintendent of the Wichita branch. This last named official is a refinery operator with twenty years' actual experience to his credit. He became associated with this company after The Ponca City Refining Company, of which he was in charge, was sold to The Empire Gas & Fuel Co.

Only in rare instances do you find any sort of construction so successful that the owner would not alter many details, were it in his power to do so, but The Evans-Thwing Refining Company have built a duplicate of the local refinery in Kansas City, and placed Mr. Frank Cottingham in charge of it as Superintendent. If this branch serves the eastern markets as well as the Wichita department supplies the middle west territory, it will also duplicate the success of the latter's record and together they will form one of the big factors of Mid-Continent petroleum development.

THE COSDEN OIL & GAS COMPANY

Augusta, Kansas

Although this organization is usually listed with the Oklahoma firms, their Kansas interests surely make them eligible for a mention in this publication. Their head office is at Tulsa, but a mighty busy branch is located at 519½ State Street, Augusta, Kansas which keeps in direct touch with the company's holdings on the Bates Farm, Beck Lease, Anderson and Suits acreage. The Manufacturers' Gas System is part of their property and they have laid nine miles of four to eight-inch gas line to the leases bought from H. C. Moyles.

Actual production consists of four producers on the Smock Pool in Greenwood County; two wells on the Wayham Lease down around the two thousand-foot depth; one well on the D. J. Sullivan with two more drilling on the Rush and there is one well on the Geist. One feature in strong favor of The Cosden Oil & Gas Company is that their employees are all stockholders. That means that anything they can do to increase the value of the firm's property is to their interest to promulgate and insures a much better effort to promote its welfare.

Mr. J. S. Cosden, the President, is a prominent and thoroly experienced oil man and has a natural inclination toward refineries. He has one at Tulsa and another at Bigheart, which his refinery work in Pennsylvania has ably equipped him to handle.

MR. EARL JACKSON

410 Hoyt Bldg.

Mr. Earl Jackson—a young man with exceptional foresight and originality has grasped the profitable idea of representing Chicago and New York Syndicates in their effort to obtain desirable leases in the oil fields of Kansas, Oklahoma, and Texas.

He withdrew his interests in a prosperous clothing business during the early stages of the oil development and now has to his credit eleven years of practical experience in the latter profession.

THE CARTER OIL COMPANY

When this publication is to extend only over the Mid-Continent field we should devote this page to the Carter Oil Company—and the tale would be told. There is nothing we can add to their record that the mid-west public does not know. But, in view of the fact that this publication is to be distributed by the oil men of Kansas and, realizing the unlimited territory their mailing lists cover, it may not be amiss to here briefly chronicle a few items among The Carter Oil Company's achievements.

Established in 1893, and incorporated under the laws of West Virginia, The Carter Company became associate operators of The Standard Oil Company, with a trade territory covering the entire United States. Their oil leases comprise valuable acreage over the entire state—fully equipped for handling their ten-thousand-barrel-a-day production. When their present operations are completed, it will bring their oilers up to the two hundred mark and the management of all this production is under the direct jurisdiction of Messrs. A. V. Hoenig and A. A. Eberly, who have devoted a life time to the oil industry.



That their efforts have been fruitful is evidenced by the three-quarter section tank shown in Butler County—reproduced on this page. The dollar and cents value of this holding makes a government mint look like a child's bank. Our feeble efforts to bring it down to a *faux pas* consisted of this train of logic. If each tank contains 55,000 barrels of oil—1740 in rural numbers—and each barrel was worth only two dollars, it would mean that every four tanks represents a million dollars—at a most conservative estimate.

The Modus-Operandi of The Marshall-Harmon

When reaping the profits from oil royalties becomes as simple and unproblematic as clipping coupons from Liberty Bonds, the most conservative investors old enough to remember the former have been removed. And this is just what has been accomplished by the system for handling the Harmon proposition. The method was originally used for the finances of this venture but if "imitation is the sincerest flattery," its instigators will be inspiring extra-size millinery this fall. Herewith is a brief outline of procedure.

In December 1917, one-half the Royalty was bought from Mr. Ellering of Marshall and immediately sold for \$97,222.00. Its title at once placed with The National Bank of Commerce as Trustee erased all individuality and placed the smallest and latest share holders on a par with the pioneer and heaviest investors. It's hard to be ~~perfectly~~ perfectly true that there are no officers to vote on your holdings, no meetings to decide on what to do with your property, and no taxes to be paid unless you are fortunate enough to own sufficient amount of this gilt-edge stock that it figures in your income tax. All your dealings are directly with the bank are something after this fashion.

You receive an interest certificate which is yours separately and individually as much as your own home and can be transferred in much the same manner. All remittances from the pipe line company are made direct to the bank and by the bank pro rataed upon the first of the month to each owner. The books are closed to transfers the last business day of the month in order that the bank may prepare statements which are issued to each stockholder the first of the month.

The second half of the royalty was purchased in the middle of February, 1918 for \$200,000.00 and is handled in the same manner. Their first well was brought in on December 8, 1917 and the first dividends were: on No. 1 (April 1, 1918) 1.5% per month and on No. 2, 1.75% per month. Probably this explains why Marshall Dividend Checks are scattered from Ontario to Texas and from Philadelphia to San Francisco.

THE EUREKA PETROLEUM COMPANY

Not all the oil wealth in Kansas is in Butler County by any means and the sooner we realize this the more famous will the oil industry of the state become. Occasionally, a pioneer has the courage of his convictions and dares to vary from the beaten path and prospect in acreage that has just as many scientific reasons for being productive as the fields that have been punctured from all directions. When his wells come in, he is immediately placed upon the honor roll and everybody wonders why "some folks have all the luck." We predict that this is what will happen when the report of The Eureka Petroleum Company's drilling comes in. They are now spudding in on their property west of the city of Eureka and, in their own words, "should this test meet with our expectations, it will put the Eureka field in the limelight."

They operate under a Kansas charter with these officers: F. E. Ross, President; C. W. Buskirk, Vice-President; C. A. Doud, Secretary, and Gordon A. Badger, Treasurer. It is not too much to say that, with the holdings the company controls, and with these men to develop them to the utmost, the Eureka field "will be in the limelight." There are plenty who are willing to back that assertion with real money, that is, if the company needed their assistance.

WILLIAMSON & JOHNSON

The partnership of Mr. Ralph Williamson and Mr. C. F. Johnson is based upon a long friendship altho the former is a native of this state and the latter was born in Wisconsin.

Two years ago they amalgamated their mutual interests in Leases, Royalties and Production in the oil fields of Towanda, El Dorado, and Butler Counties as well as their valuable holdings in the Hull Pool in Western Greenwood County. This meant the curtailing of a prosperous real estate business of many years standing but Mr. Williamson expressed satisfaction at the results of their activities in the latter venture and admitted that their trade territory already covers Missouri, Illinois and Kansas. Mr. Johnson for 40 years in Butler County knows all land owners. Their office in 412 Hoyt Building has been the scene of many a thrilling oil deal culmination both for their brokerage department and their own personal buying and selling.

BRIDGEPORT MACHINE COMPANY

Augusta, Kansas

It is almost a presumption on our part to try to tell the actual operators of the Mid-Continent Field anything about The Bridgeport Machine Company, as their merchandise and service have already introduced them to the oil public and cemented a business friendship to which we could add but little. There may, however, among the readers of these pages, be individuals who are just spudding into the oil game and who, therefore, will appreciate a concise mention of a reliable supply house, which will supply their first needs as well as their last ones—and give satisfaction all the way thru.

Based upon seventeen years actual experience in the manufacturing and repairing of oil field equipment, the partnership organization of The Bridgeport Machine Company succeeds the Illinois corporation of the same title and consists of two active members, E. W. Boyd and J. A. Woods. At their machine and blacksmith shops in Augusta, they have installed the most modern apparatus and secured the most skilled labor for turning out satisfactory oil well drilling tools. That their efforts have met with success is proven by the fact that their trade territory covers all of Kansas, Oklahoma and Texas.

KANSAS SOUTHERN OIL COMPANY

Sterling, Kansas

There are those who think that The Kansas Southern Oil Co. selected Sterling as its head office because of its name. Others insist that the town was named after the company had injected its sound business policies into the community. Certain it is that there is a peculiar sense of fitness in the association of the two terms as a brief glance at their personnel will show.

They were organized in 1904, for the express purpose of oil and gas production. With their valuable leases in Kansas, Oklahoma and Arkansas and their operations in Labette County, Kansas together with the following officers to carry out the program, it looks like they will, without doubt, attain their goal. Mr. G. J. Brown is President; Mr. O. T. Sholes, Vice-President; Mr. C. E. Johnson, Treasurer; Mr. P. P. Trueheart, Secretary; and Mr. T. L. Mathews, Assistant.

THE RAMSEY PETROLEUM COMPANY

... to realize their good fortune in time, have raised a few leases in the last three years that far exceeded the California Tourist Crop. It is now possible to do the world at large when the original owner of a block of land is his own financier to retain the large share in its profits.

It is the intention of the company to retain the large share in its profits. It is planned in the case of The Ramsey Petroleum Company which is now in operation, composed of various members of the tribe of Ramsey. "G. L." is the President, "G. L." is Vice-President; and "G. A." Secretary. Their offices in the Republic of Butler County, is the nucleus for big interests in 7000 acres in Butler County, and 12,000 in 1000s, upon which, by this fall, they will have ten wells.

In 1882, Mr. G. L. Ramsey came to Kansas, he went in for scientific farming by using a definite and systematic program, obtained real results and earned every cent he had. Messrs. A. C. and G. A. Ramsey specialized in the cattle business and met with more than the average success. However, when the Big Discovery occurred, not one of these men hesitated. Their years of hard work had not obscured their sense of values and they changed, heart and soul, into the oil game. That they knew good acreage when they saw it was proven when they grabbed the Harmon Lease and a few others of similar

THE RAMSEY OIL & GAS CO.

For a separate heading, we introduced the Ramsey Boys to you and so we can, in
this article. Now it is upon the much discussed stock in The Ramsey Oil & Gas Co. On March
1, 1916 the company was incorporated for \$25,000 with a par value of \$50.00. In July of
that year they began in squadding-in on their section and a half, which, by the way, actually
belongs to the state, and by January 1918 every little share was worth over \$3500 and, at that,
there is scarcely none to be had. There are some investments worth more than mere
money.

In view of the big holding just mentioned, this concern controls 600 acres and has eight wells producing oil and there are more to follow. Our oil investments seem to have no difficulty in getting into the market so far but we hope some day to own one share in the Rambo oil wells and other quit work. It is backed by integrity, experience and money.

THE FREED OIL & GAS COMPANY

The Freed Oil & Gas Company could capitalize their guesses if they wanted to create a new department in the oil industry. They have a faculty for picking winners and then selling out without having to prove that they were right. For instance, there's that Magnolia Petroleum Company purchase which included all the acreage in the Freed Lease and the three 2400-foot wells then drilling. Then there is the H. J. Guest lease at almost an offset location, 320 acres of John E. Cooley's property and the Sarah McGill quarter at Potwin with its four oilers and all of these possessions are mighty desirable and could be turned into ready money without one more effort at production or improvement.

They were incorporated under the laws of West Virginia and the charter bears the date of May 27, 1916. The following officers are in executive charge: Mr. E. E. Schock, President; Mr. J. B. Murphy, Vice-President; and Mr. John Slater, Treasurer and Secretary, and they have decreed that their company shall be a closed corporation. The head office is in Washington, Pennsylvania, but their big interests in Kansas warrant their keeping a local office at Augusta and this branch is in charge of Mr. Culbertson. Like all pioneers, The Freed Oil & Gas Company commands a great deal of respect and gratitude for what they have helped others to attain thru their example.

THE SUPERIOR OIL & GAS COMPANY

The Superior Oil & Gas Company, 201-203 Hoyt Building, one of the younger local companies, has really attained its majority. It was organized in 1916 and now has twenty-one producing wells. C. A. Fairbanks, its president, says that he will keep count up to one hundred and then he's going to quit. By that time he can afford to as the company has already paid dividends and expects to pay 1 per cent per month or more hereafter.

A. J. Adams, the company's secretary and treasurer, has managed the field end and says he'd rather do it than try a law suit. This popular attorney has made good in the oil business.

The Company's stockholders are scattered over Kansas, Oklahoma, Illinois, Colorado and other states. Every one can't live in Kansas but any one can make money here and this growing company's stockholders are doing it. If you don't believe it, go and try to buy their stock.



MR. E. S. RIDGEWAY, Oil Producer and President of the Wichita Rotary Club

THE PIEDMONT PETROLEUM COMPANY

It would be useless to deny that, in the oil industry, as well as any other, there are organizations with aeroplanic tendencies. It is this factor that creates the skeptical and "Doubting-Thomas" attitude of Old General Public toward petroleum propositions. Therefore, when a company like The Piedmont Petroleum Company enters the field, it serves as ballast for the soaring element and brings the average down to Terra Firma. The value of such a service is inestimable.

It incorporated in 1918 for \$60,000 and has 1600 acres of leases in Greenwood County that look mighty promising. The members of this organization are Mr. C. D. Brogan, President, whose oil industries cover the entire state, is an experienced specialist in organizing companies, and already has a number of notable successes to his credit; Mr. A. Sautter is Vice-President; Mr. J. W. O'Neill, as Secretary-Treasurer, is a fitting index of the Piedmont's policies, and a brief review of his activities speaks for itself; Wm. M. Jamieson (see special article on Otter Creek page), and Chas. Hudson are Directors. Their local office is in Suite No. 208 Bitting Building and is already a very busy and fascinating spot for the embryo investor.

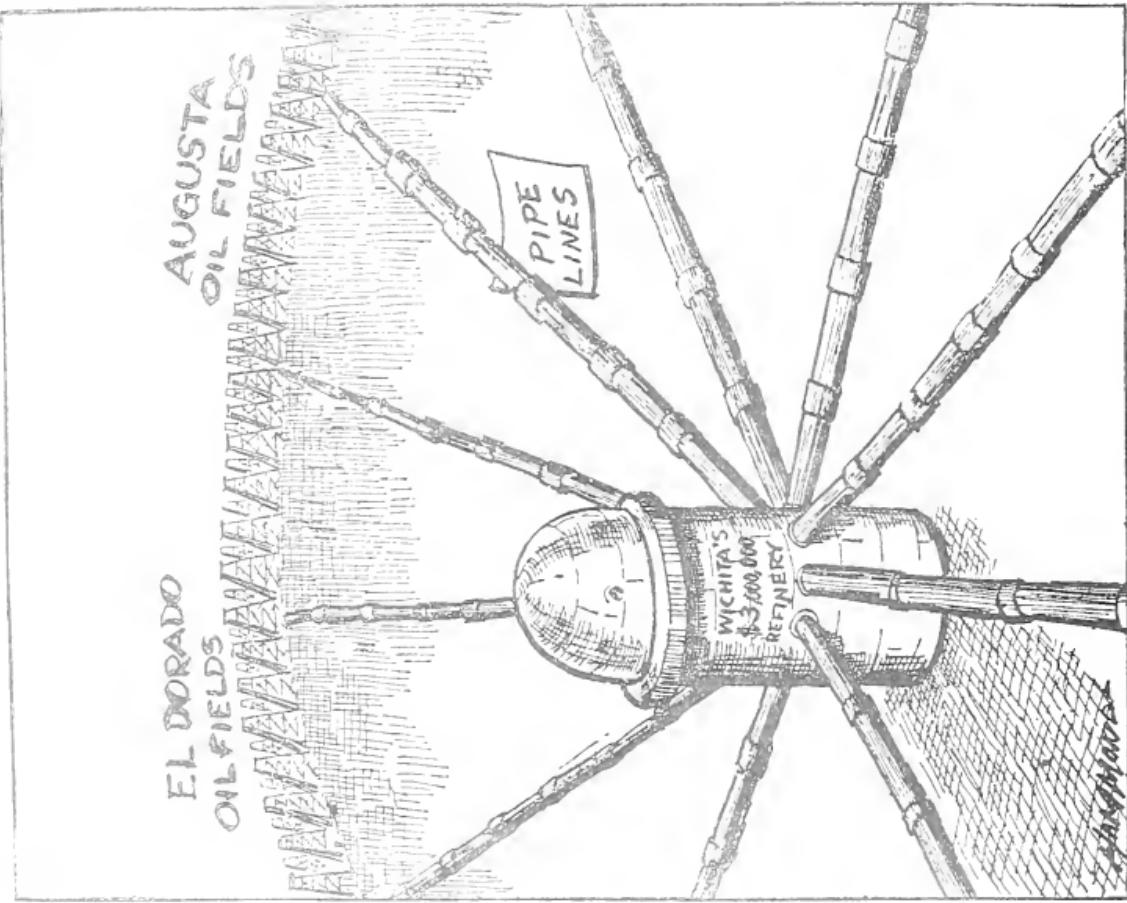
SKELLY-BOLE-RUSSELL

El Dorado, Kansas

There are no indications of "the oil field parasite" in the partnership of Skelly-Bole-Russell firm who label themselves as actual producers—with no side lines. They occupy offices at No. 308 El Dorado National Bank Building and are now developing the C. A. Draper lease. They control all the oil and gas rights in the south half of this quarter and one-half interest in the north eighty. In the former they have brought in nearly a dozen producing wells and have five oilers in the other half. So far, only one dry hole has been reported on this acreage. All of their products are sold to the Midland Refining Company and from there distributed all over the West.

The members of this partnership are unusually well-equipped to conduct a successful oil business since Mr. Skelly has spent his entire life in this profession, and Mr. Bole's father was the famous tool manufacturer. Beside the above mentioned holdings, Skelly and Bole have valuable production on the Sluss.

THE HUB



Courtesy of The Wichita Eagle and Mr. B. F. Hammond.

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